

Figure 1

Figure 2

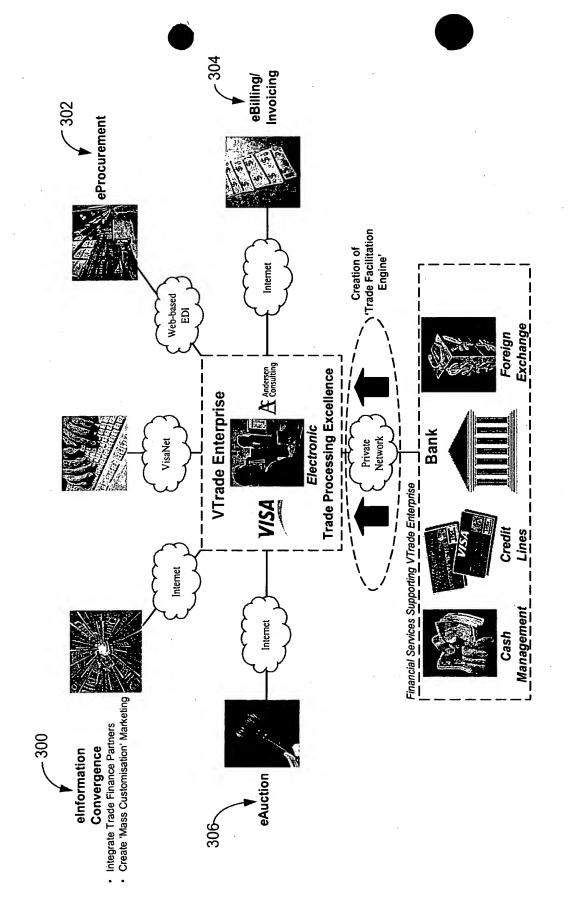


Figure 3

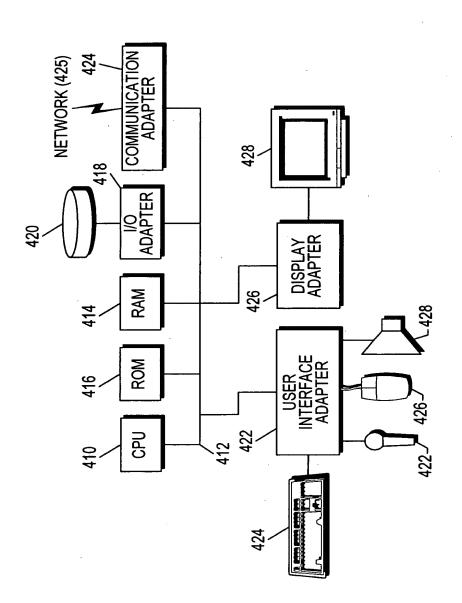


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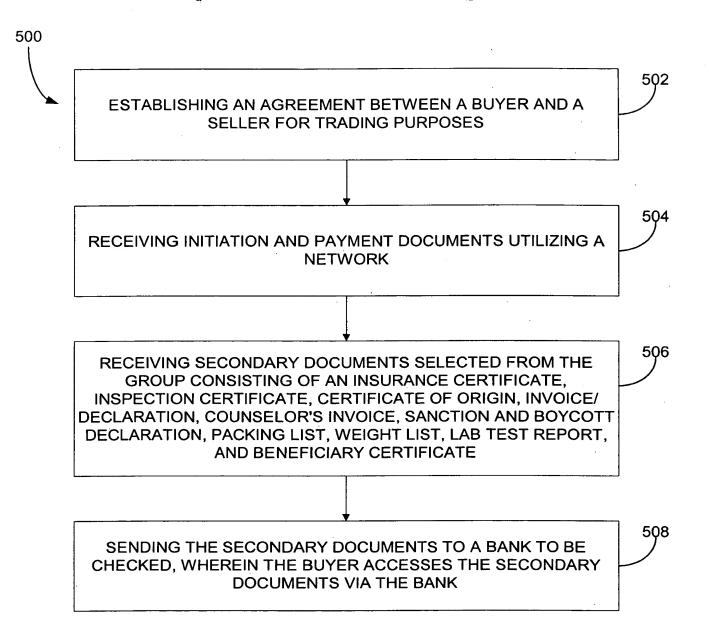


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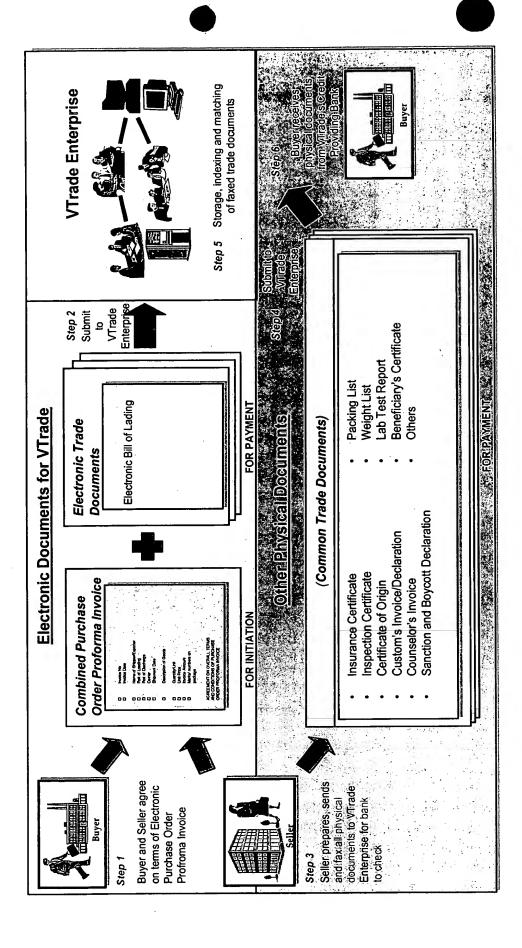


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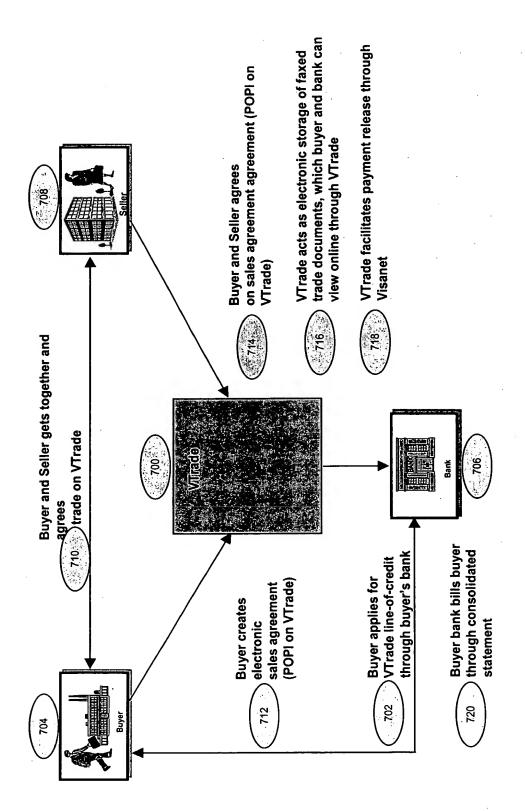


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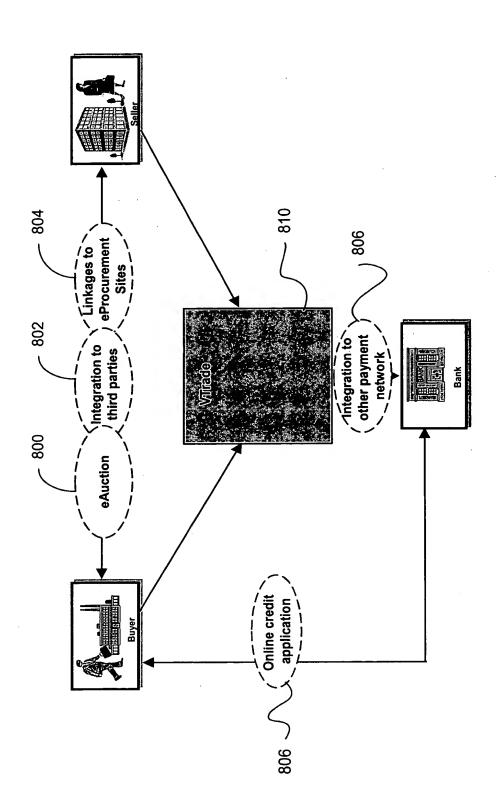


Figure 8

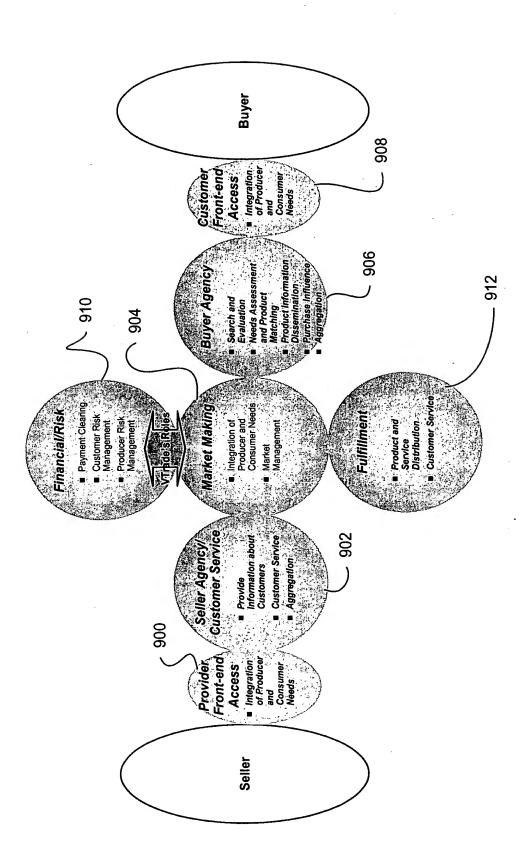


Figure 9

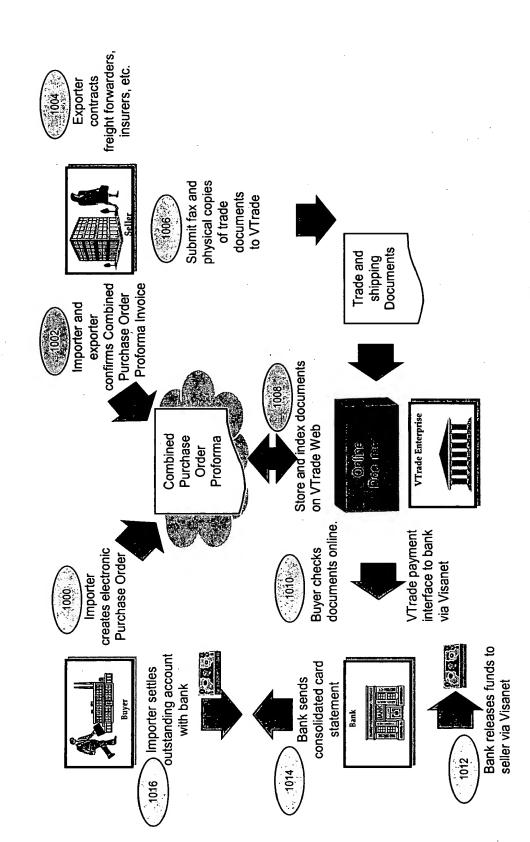


Figure 10

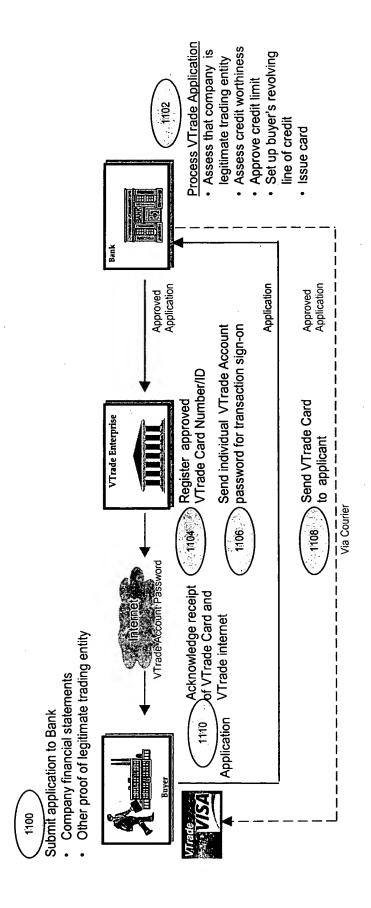
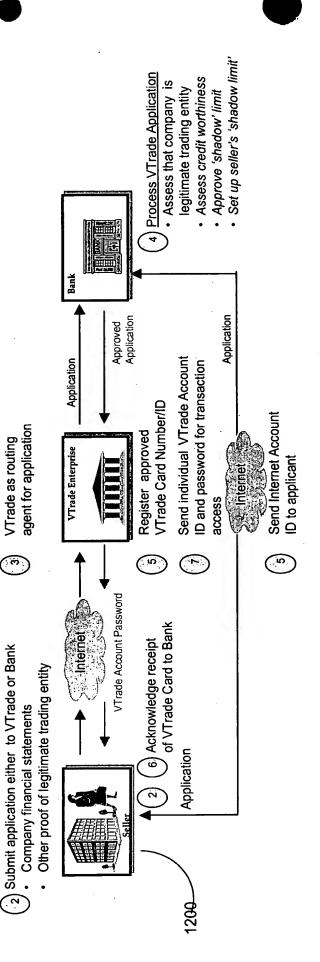


Figure 11



Members VTrade application

Send to all existing Visa

Figure 12

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FU.

Figure 13

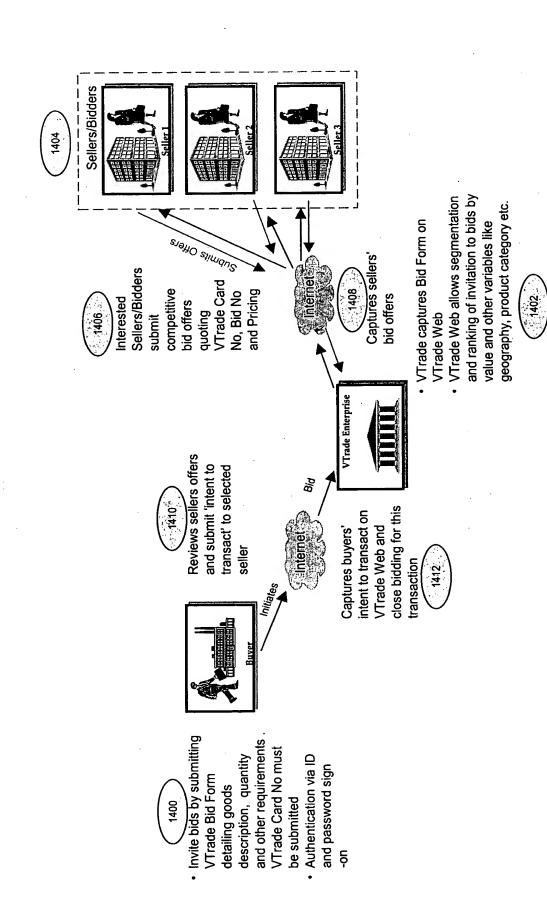


Figure 14

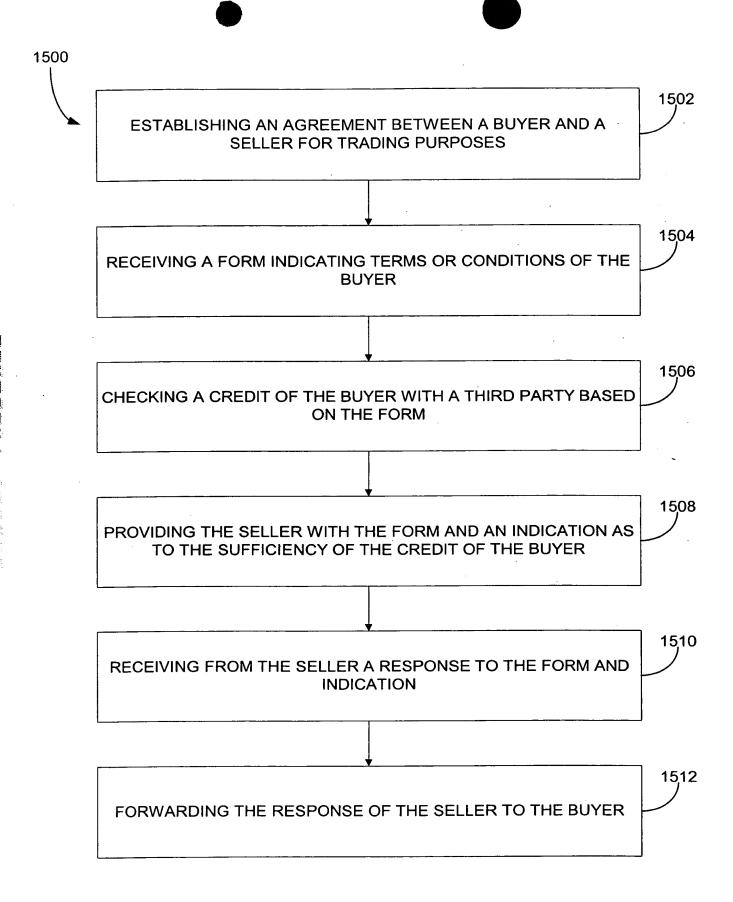


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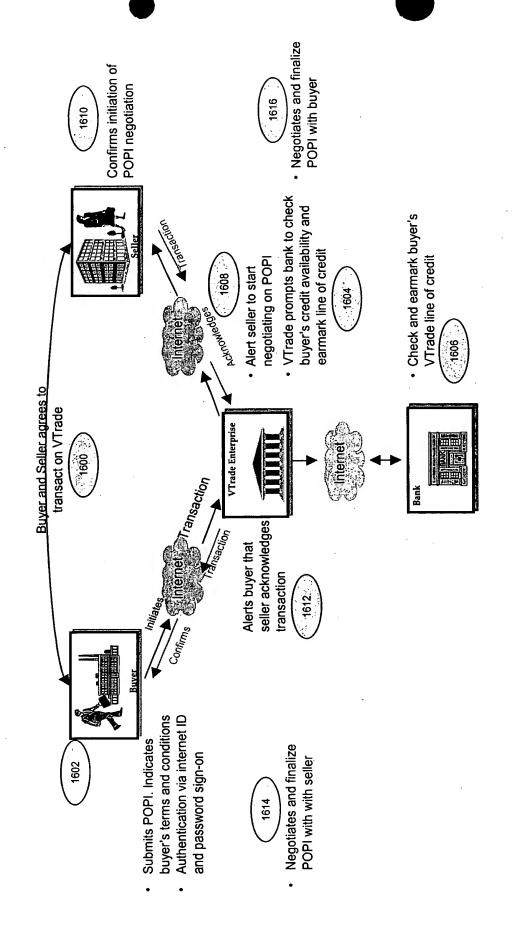


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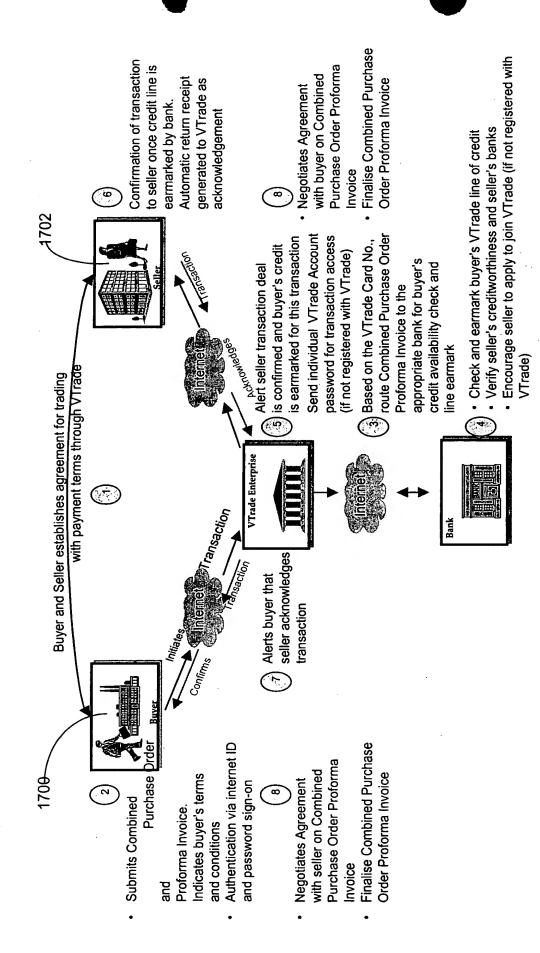


Figure 17

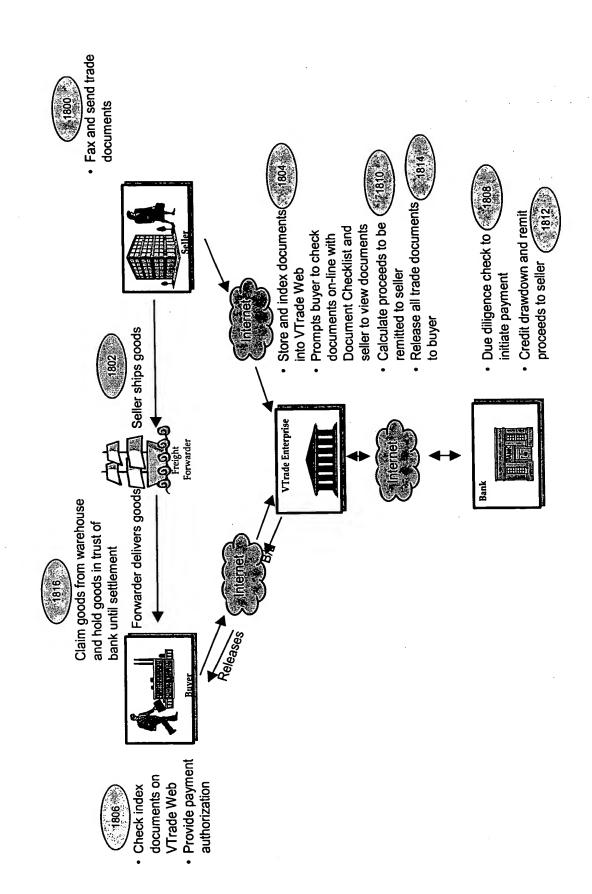


Figure 18

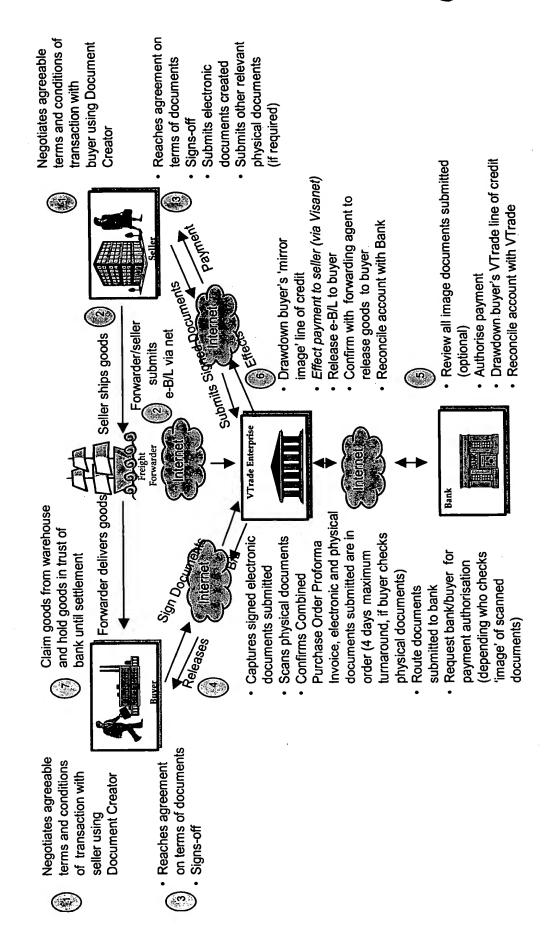
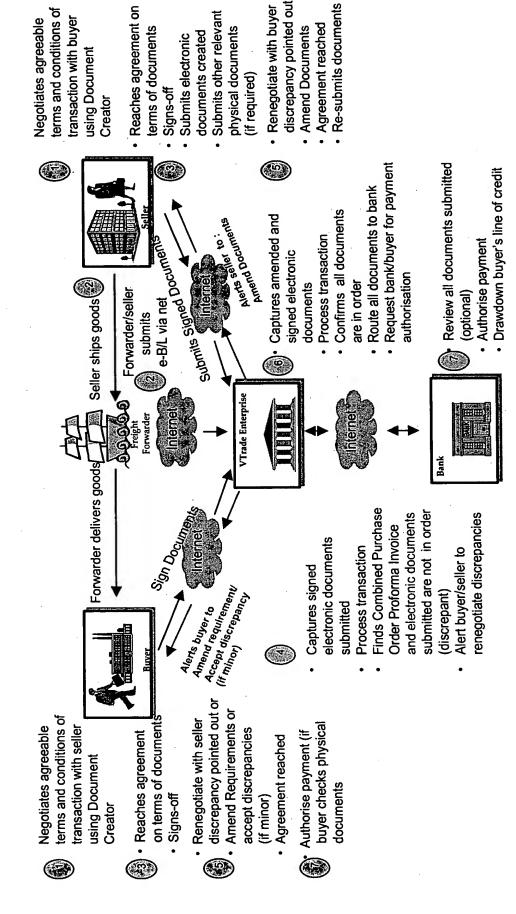
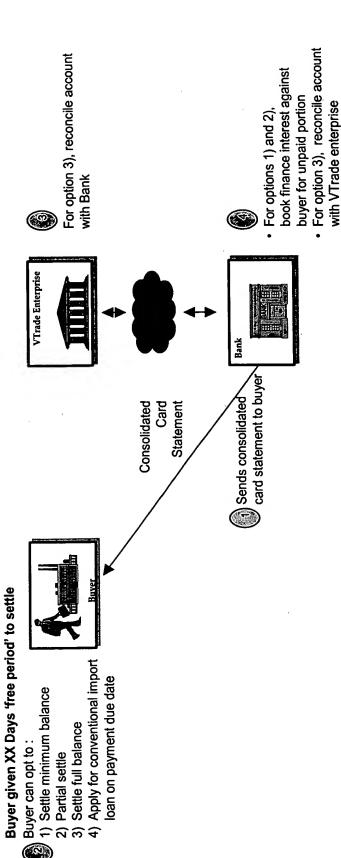


Figure 19



igure 20



against importer and transfer VTrade

credit line to conventional trade

loan line

· For option 4), book import loan

For option 1, release 'ownership' of goods to buyer by transferring title

of Bill of Lading to buyer

Figure 21

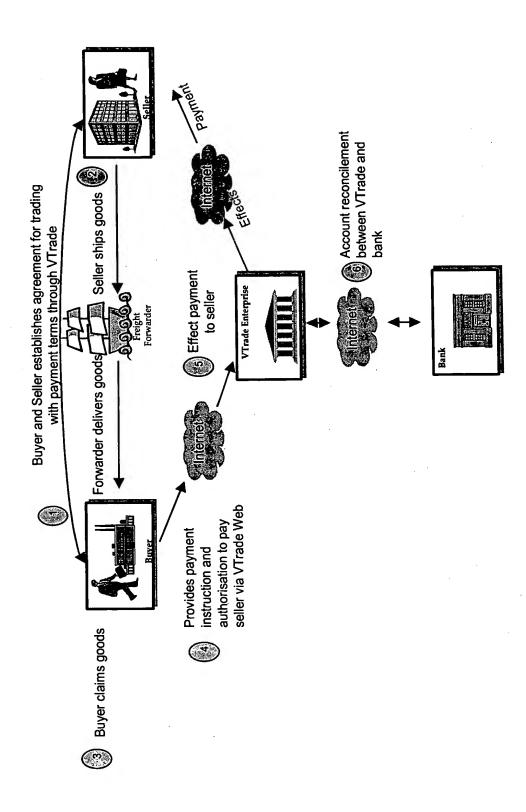


Figure 22

Figure 23

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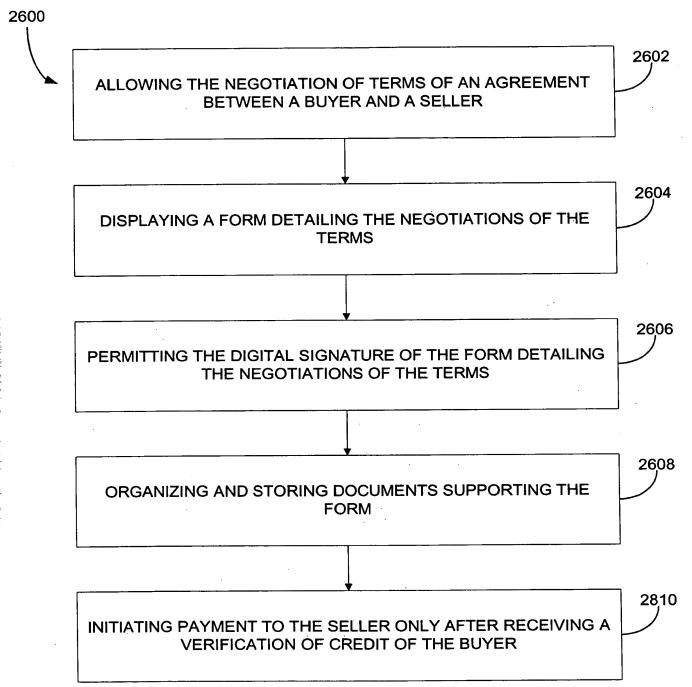
Buyer and Seller is to agree and sign-off on electronic Purchase Order Proforma Invoice(POPI) before submission to VTrade Enterprise. The agreed POPI becomes part of Buyer and Seller's binding Sales and Purchase Agreement Buyer's Requirements Seller's Euifilinean	VTrade Purchase Order Proforma Invoice (POPI) Transaction Reference & Date VTrade Account No Buyer & Buyer's Business e-Mail: Visa Online Seller No Seller & Seller's Business e-Mail:	der OPI)	
Expiry date of Purchase Expiry date of Purchase Order Commitment (30 days) Goods Description Quantity/Unit Unit Price Inno Unit Price Inno Inno Terms of Payment (Sight) Usance) Terms of Payment (Sight) Inno Terms of Insurance Inno Terms of Insurance Inno Terms of Insurance Inno I	Buyer and Seller is to agree and sig Invoice(POPI) before submission to part of Buyer and Seller's binding S	gn-off on electronic Purcl VTrade Enterprise. The Sales and Purchase Agre	nase Order Proforma agreed POPI becomes ement
Expiry date of Purchase Order Commitment (30 days) Goods Description Quantity/Unit Unit Price Uni		Buyer's Requirements	Seller's Fulfillment If yes, tick on box If no, indicate offer
Latest Shipment Date	25-501-75-42-5-41-3-500-40-1-22-57 6 765-65-5	Courrency	
	Latest Shipmen Back		

Figure 24A

2402 2404 Page 2 of 2 Seller's Fulfillment Buyer and Seller is to agree and sign-off on electronic Purchase Order Proforma Invoice(POPI) before submission to VTrade Enterprise. The agreed POPI becomes part of Buyer and Seller's binding Sales and Purchase Agreement Buyer's Requirements Final Submit Proforma Invoice (POPI) VTrade Purchase Order AGREEMENT ON OVERALL TERMS Seller & Seller's Business e-Mail: AND CONDITIONS OF PURCHASE ORDER PROFORMA INVOICE Buyer & Buyer's Business e-Mail Transaction Reference & Date Forward Others (Please Indicate) Inspection Certificate Insurance Certificate Documents required Commercial Invoice Counselor's Involce Certificate of Origin Visa Online Seller No VTrade Account No Packing List * Back

Figure 24B

Buyer and Seller's sales and purchase contract Buyer's Requirements Seller's Fulfillment Expiry date of Purchase Order Commitment Goods Description Unit Price Invoice Amount Terms of Payment Terms of Insurance coverage (FOB/CIF) Name of Shipper/Exporter Port of Loading Port of Discharge Carrier Shipment Date Documents required Inspection Certificate etc.	VTrade Combined Portage Proforma Invoice Transaction Reference & Date VTrade Account No Buyer Name Visa Online Merchant No Merchant/Seller Name Buyer and Seller is to agree and sign Invoice before submission to VTrade	: : : : : : gn-off on Combined Purc	hase Order Proforma
CHISPECION COMMICATE Etc.	Expiry date of Purchase Order Commitment Goods Description Quantity/Unit Unit Price Invoice Amount Terms of Payment Terms of Insurance coverage (FOB/GIF) Name of Shipper/Exporter Port of Loading Port of Discharge Carrier Shipment Date		Seller's Fulfillment The seller of the sell



-		:			
do V7 essing on	yer and Seller is to agree on terr cuments, and sign-off on Overal rade Enterprise for processing document icon will bring	ns of each docu I Terms of Docu	ments, sign-off ment Creator bel	next to related fore submitting to	
ser to stor	ed document page		Buyer's	Seller's	
V	rade Electronic Submissions	<u> </u>	Signature	Signature 0	
	Bill of Lading/Airwaybill/Truck BL		0	0	
	Commercial Invoice		0	0	
2 / []	Insurance Note/Certificate		0	0	
	Packing/Weight List Others (Please Specify)		O	_	
	rade <i>Hardcopy Submissions</i>	***************************************			
	Commercial Invoice		0	0	
	Certificate of Origin		0	0	
	Custom's Declaration		. 0	0	
			0	0	
	Sanctions/Boycott Declarations		0	. 0	
	Insurance Certificate		0	0	
			0	0	
			0		
	•		0	0	
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			0	0	

Figure 27

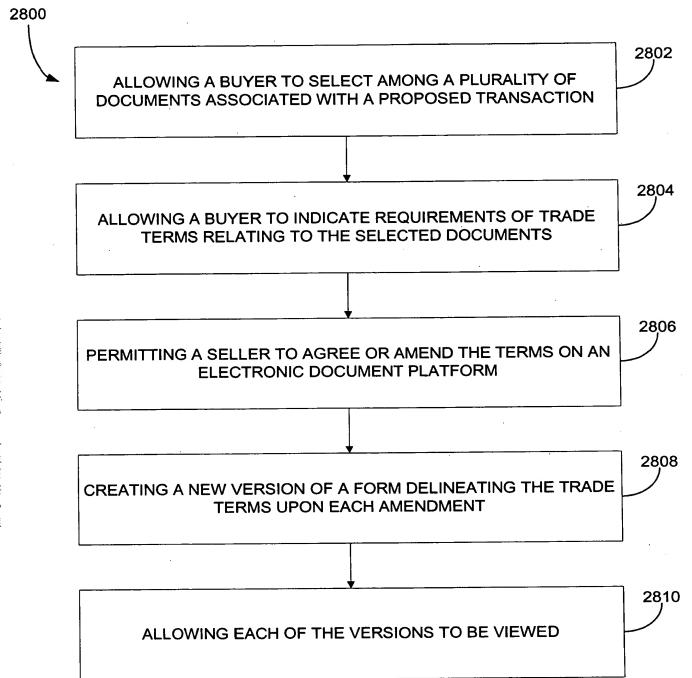


Figure 28

Document Page)	ocument Creat	<u>tor</u>
ransaction Reference & Date Trade Card/Account No uyer Name isa Online Merchant No eller Name ocument Type	Bill Of Ladin	<u></u>
porter and Exporter is to negotiate ff on respective documents on Do □ Name of Shipper □ Consigned to □ Name of Vessel □ Port of Loading □ Port of Discharge □ Place of Delivery □ On Board Date		

3000

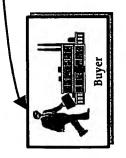
VTrade Document Checklist **Transaction Reference & Date VTrade Account No Buyer Name** Visa Online Merchant No Merchant/Seller Name Buyer and Seller is to agree on terms of each documents, sign-off on checklist after negotiation and finalization on VTrade Web 3004 Discrepancies VTrade Documents Noted Pressing on document icon will bring user to stored document page Bill of Lading/Airwaybill/Truck BL □ Commerical Invoice ☐ Insurance Note/Certificate □ Packing/Weight List □ Commercial Invoice □ Certificate of Origin □ Custom's Declaration □ Counselor's Invoice □ Sanctions/Boycott Declarations □ Lab Test Report □ Beneficiary's Certificate □ Others (Please Specify) □ Others Discrepancies **Buyer's Signature** Payment Authorization Forward to Bank for Page 1 of 1 Due Diligence

Figure 30

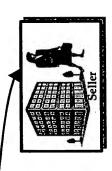
3100

3102

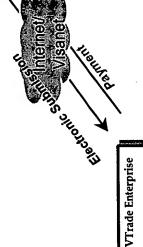
Figure 31



Other physical documents (assume VTrade need not check - to be settled between buyer and seller)



Role
Submits Combined Purchase
Order Proforma Invoice
and commercial shipping
documents



3200

Role 1
Checks electronic
documents:
Combined Purchase
Order Proforma
Invoice and all
electronic
documents

Role 2
Credit exporter as long as commercial shipping documents complies with terms of Combined
Purchase Order Proforma Invoice

Figure 32

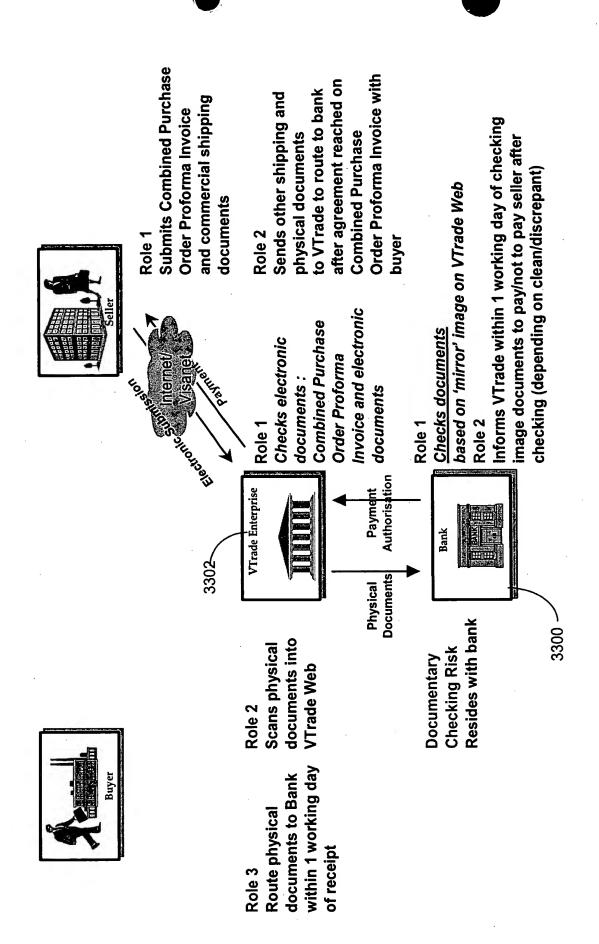
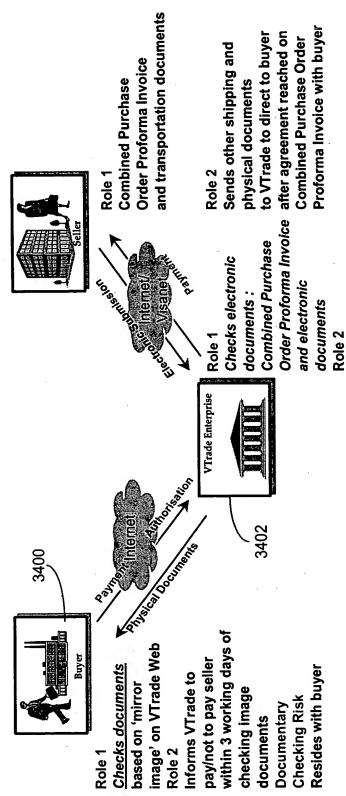


Figure 33



Scans physical documents into VTrade Web Role 3 Sends physical documents to buyer via courier within 1 working day of receipt

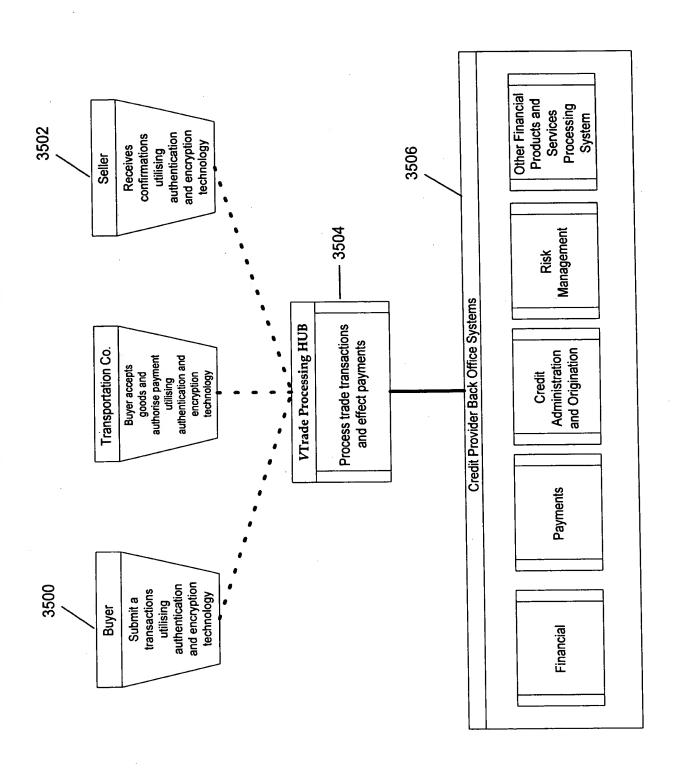


Figure 35

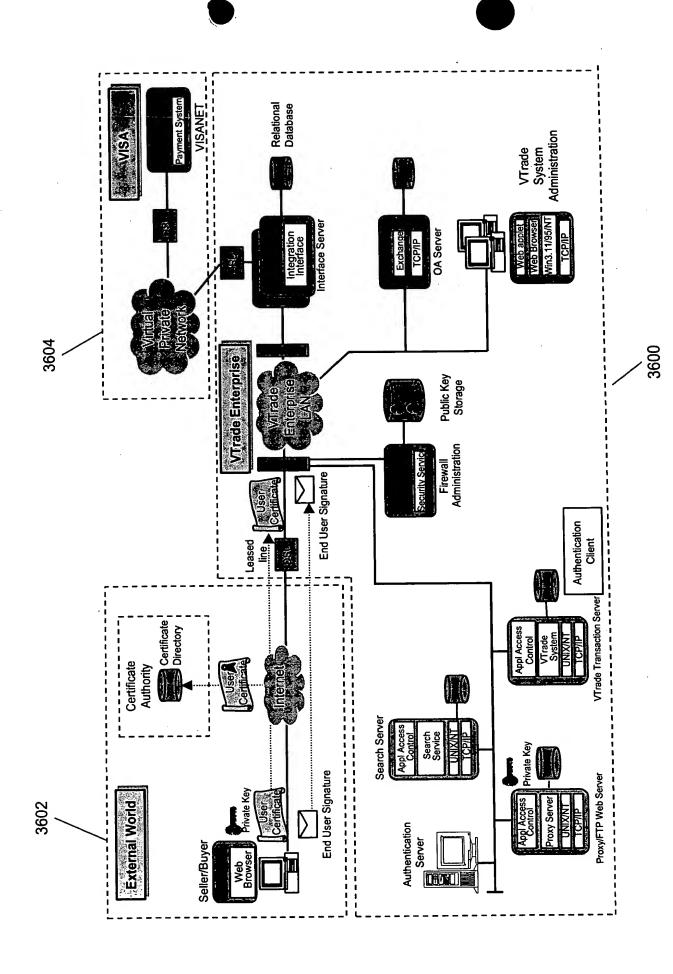


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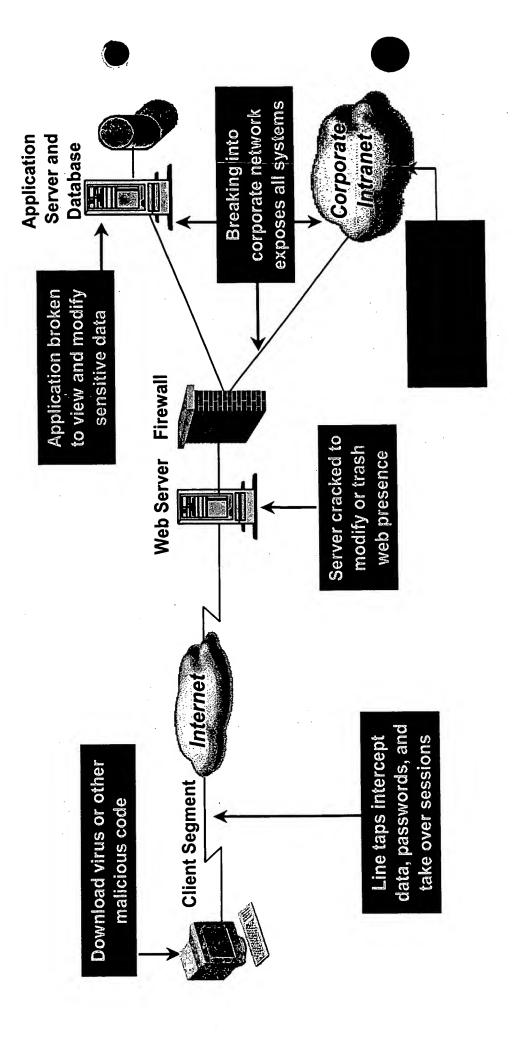


Figure 37

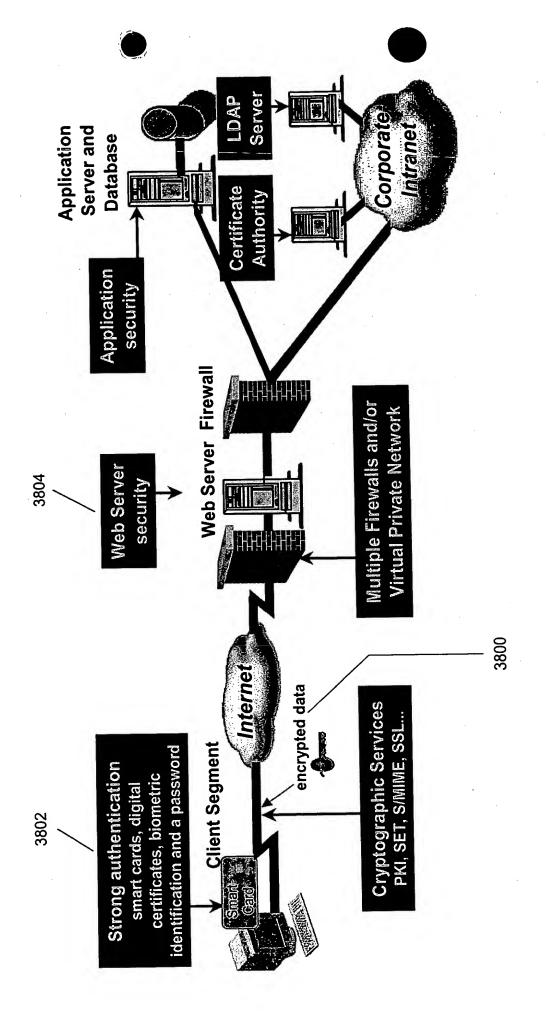


Figure 38

3900 SECU	SECURITY PRINCIPLES	Authentication Services	Cryptography Services	Certification Services
	Identification	Yes		Yes
	Authentication	Yes		Yes
	Authorization	Yes		Yes
1.00	Privacy		Yes	Yes
	Integrity		Yes	Yes
	Non-Repudiation			Yes

Figure 39

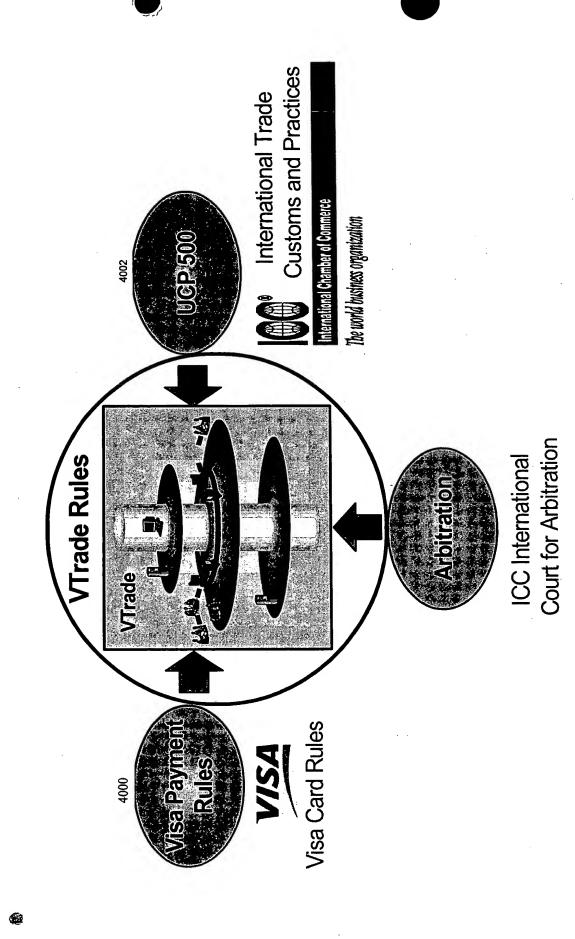


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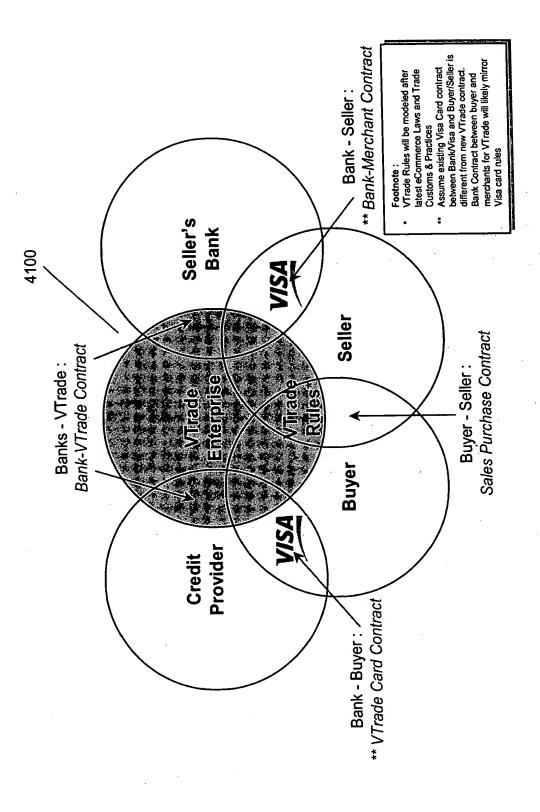


Figure 41

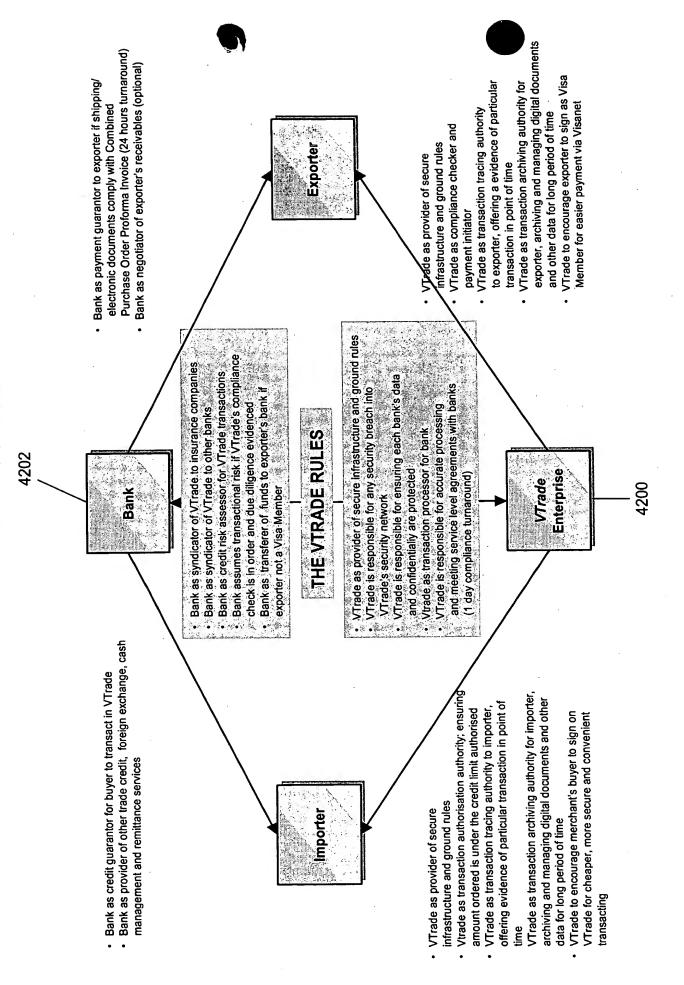


Figure 42

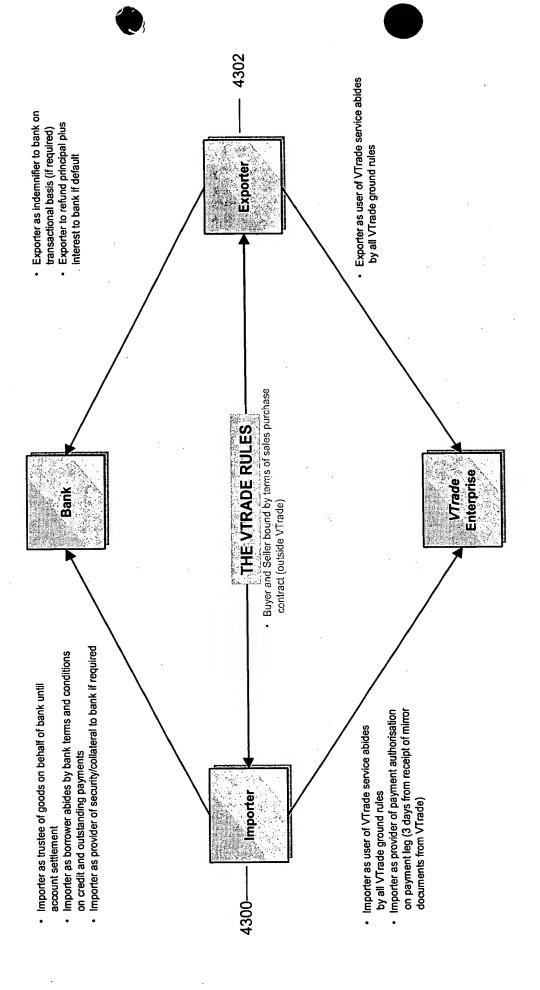
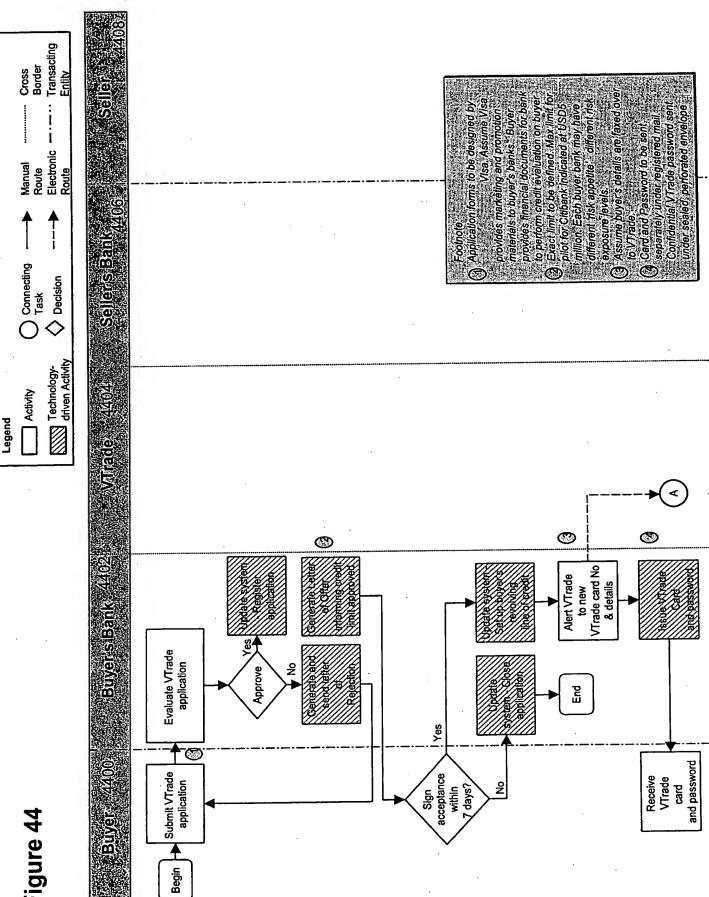


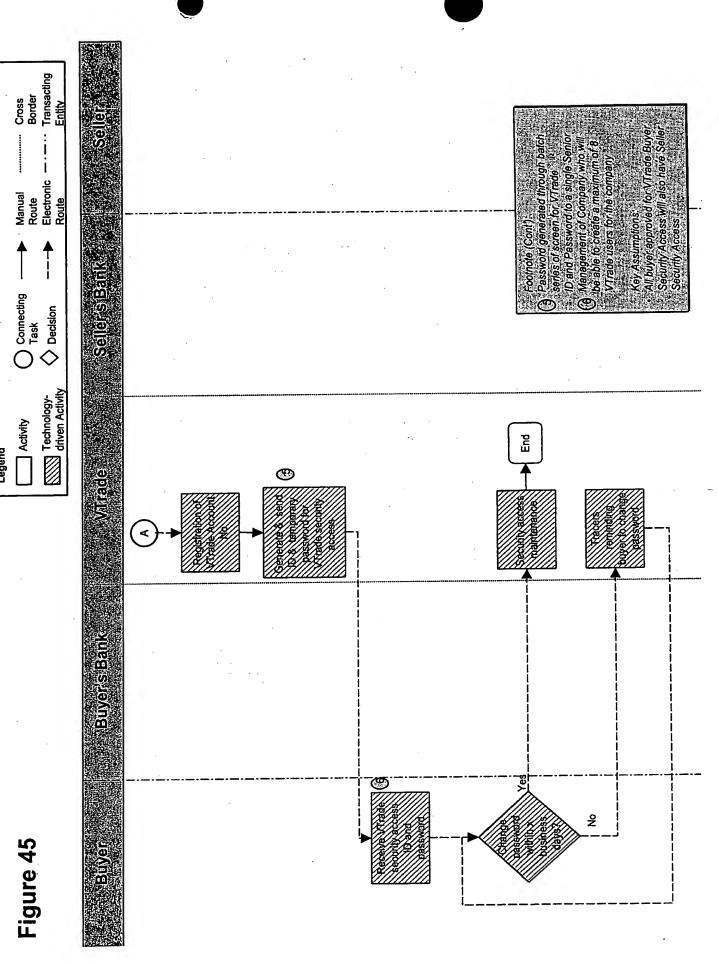
Figure 43

Figure 44



Activity

Figure 45



Manual Cross
Route Border
Electronic --- Transacting
Route Entity In Buyer's Tender? End End O Connecting Task Decision Seller Technology-driven Activity Activity Legend Buryer Figure 46 Interested in seller's bid? ž Begin

Key Assumptions.

For Initial capability, buyer knows set.

Seller.

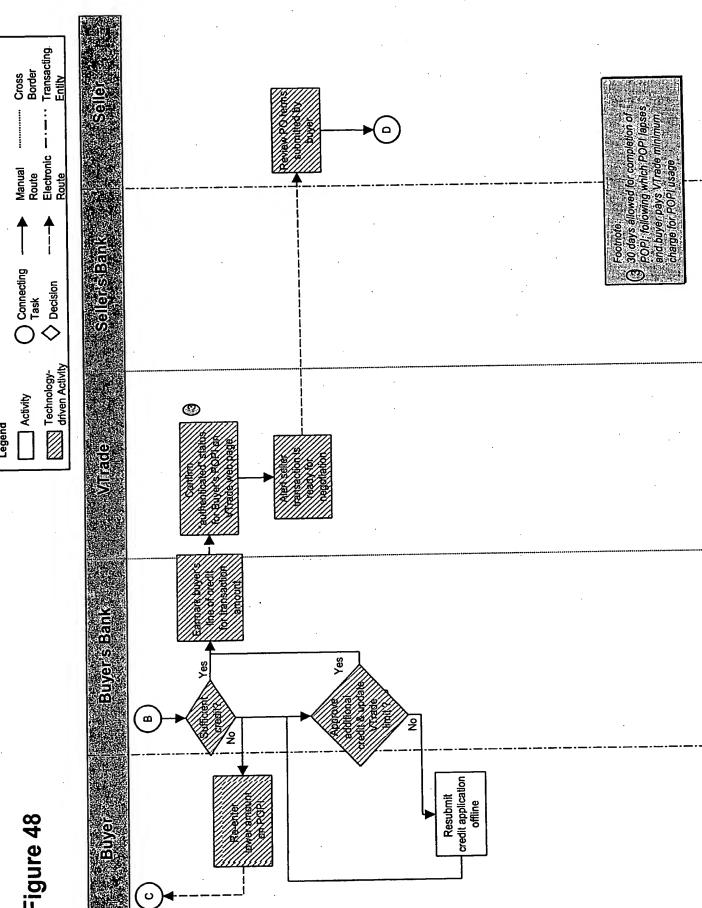
In the future VITade will have revise.

auction and bidding capabilities: Begin Econnole Annius in the Connole Buyer may initiate negotiation through chat e-mail phone fax etc. Service and Seller's e-mail address for must be complete and correct.

Seller and seller bank details must be completed. Transacting Border Cross Entity Receive temporary ID and password for seller of seller's bank to receive funds Inform VTrade Seller agrees
with buyer
payment
via VTrade for VTrade Electronic Route Manual Route Go to Process Flow 1 - Credit Application and Access Seller's Bank relationship to VTrade Connecting Task Confirm Oecision (Refer Appendix I - sample POPI) Sign up seller as VTrade Card Member Technology-driven Activity Activity Legend 9 VTrade Yes 욷 Buyer's Bank B with seller payment via VTrade **Buyer agrees** Büyer » Figure 47 Begin

Activity

Figure 48

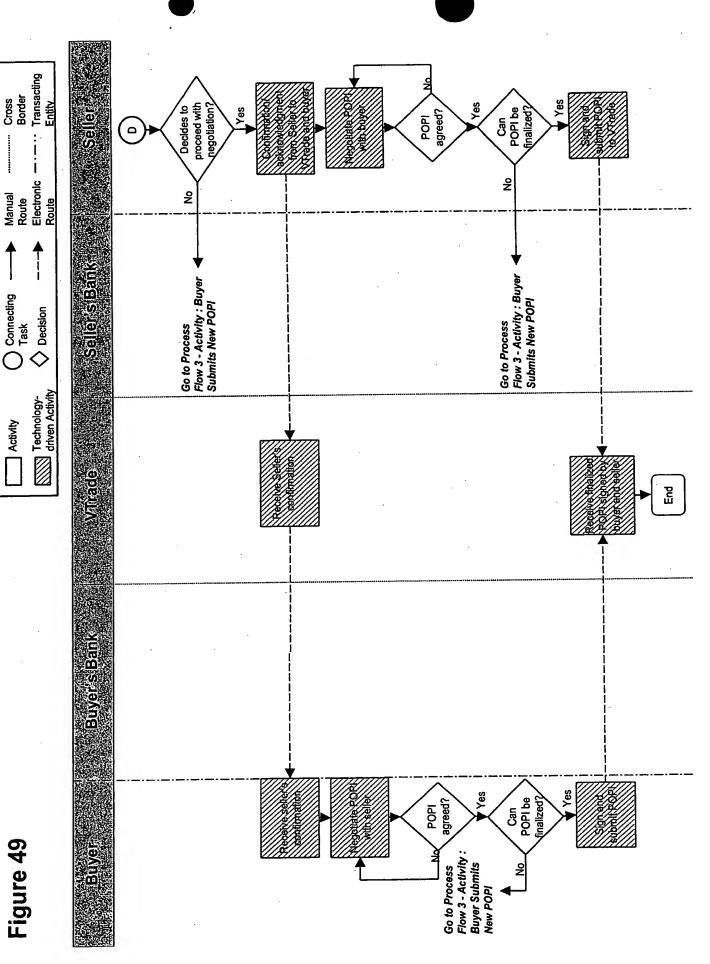


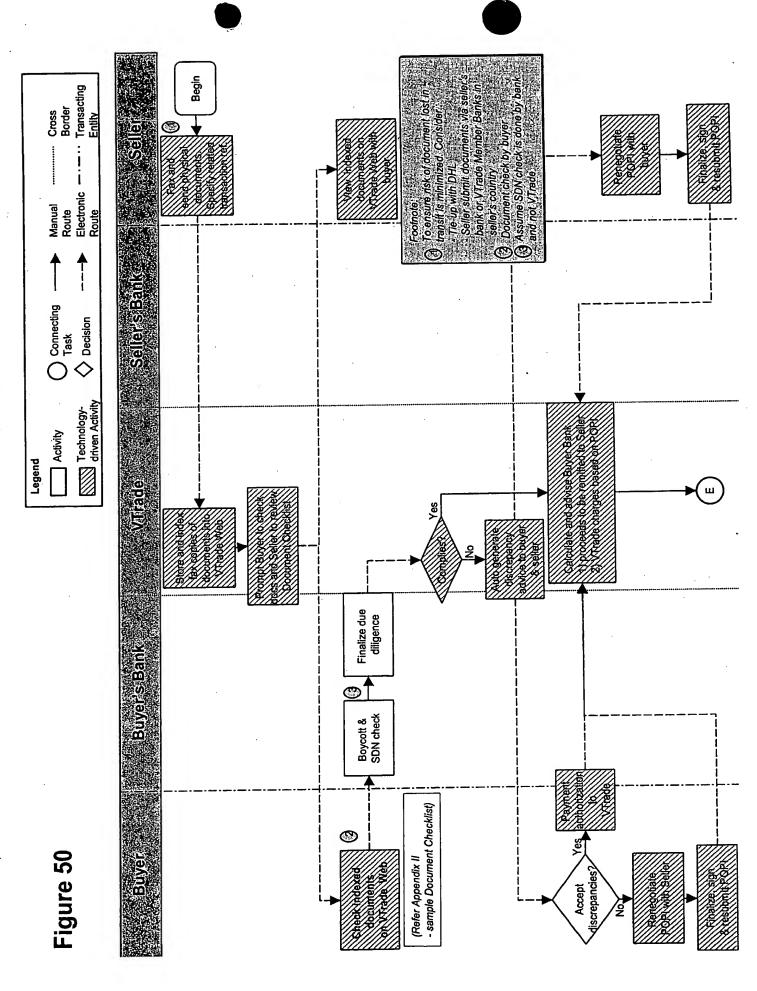
Cross Border

O Connecting Task

Activity

Figure 49



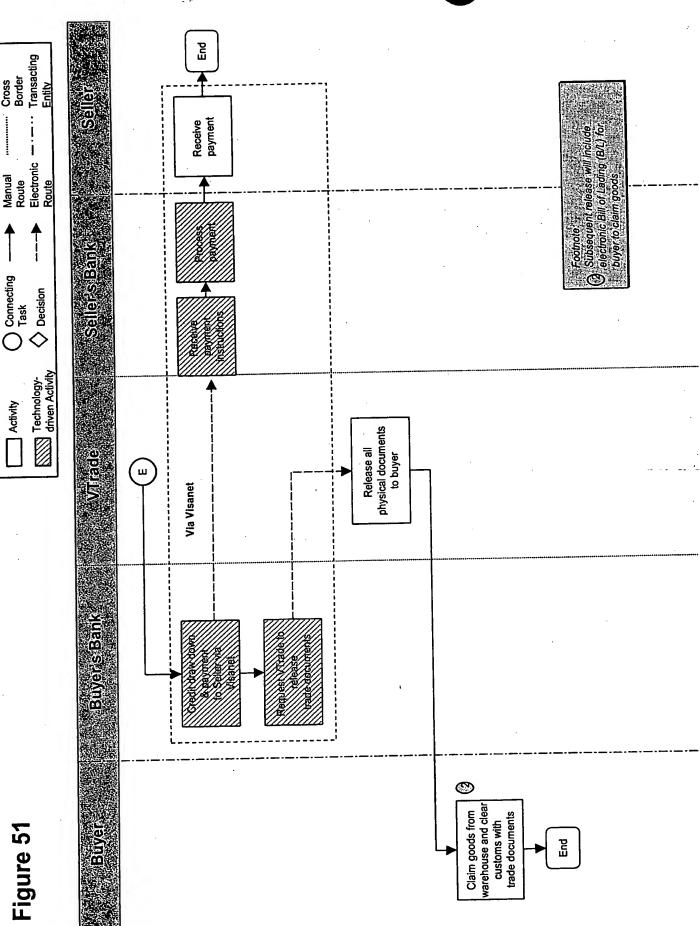


Cross Border

O Connecting Task

Activity

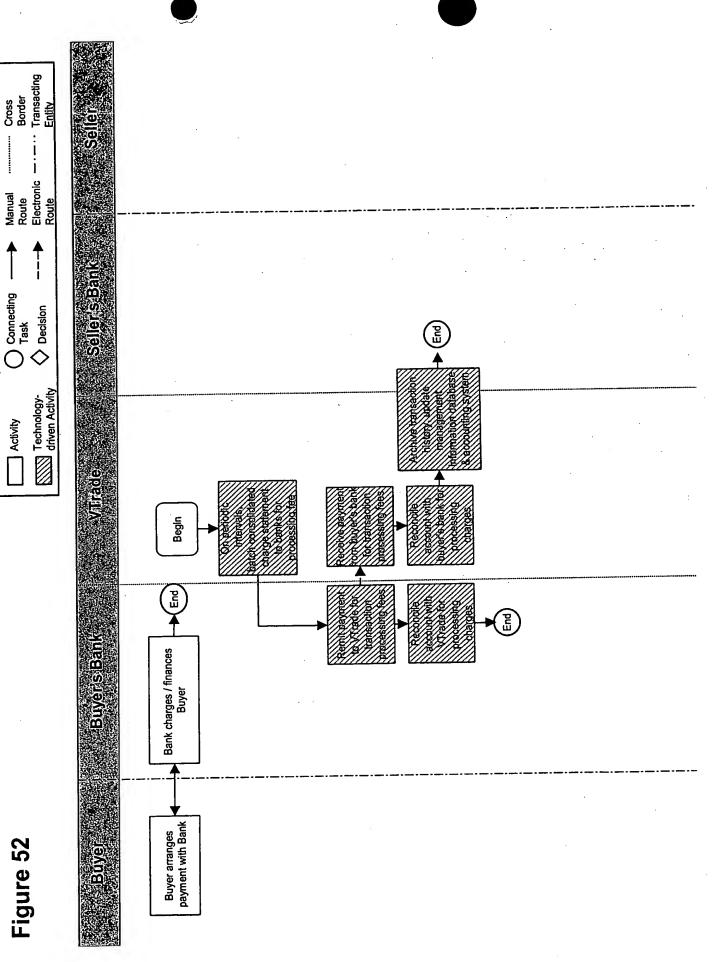
Figure 51



O Connecting Task

Activity

Figure 52



eMarketplace Models

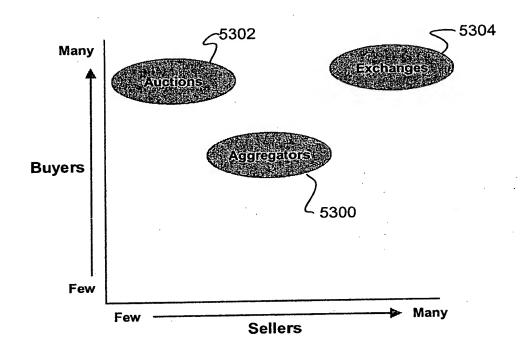


Figure 53

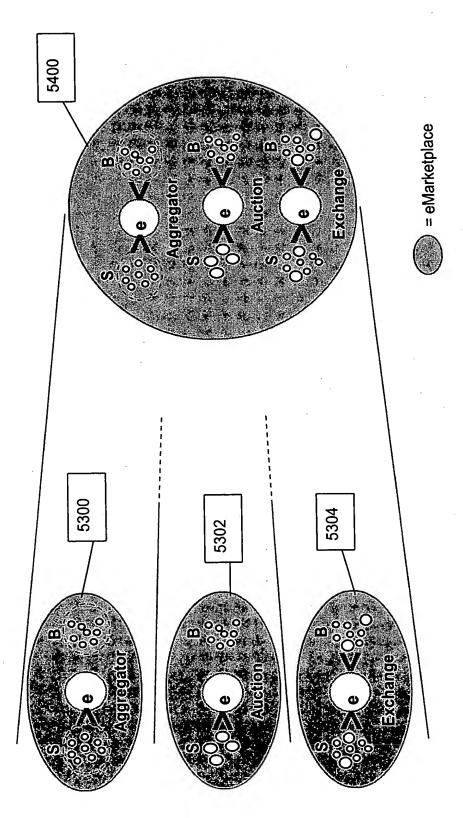


Figure 54

Figure 55

Infrastructure

	Description	Examples
Software/ Solutions	■ The software which makes the site run	Auction engineContent managementERP integration software
	Setting up the site and providing ongoing maintenance	Systems integrationHostingApplication Service Providers
Fulfillment	 Organizing the physical settlement of trades after they have been agreed upon 	ShippingWarehousingInspection
Financial Services/ Risk Management	 Facilitating the financing and transfer of funds between parties to a transaction Minimizing the risks of fraud, reneging, etc., at this exchange and providing tools to mitigate trade-related risks 	 Payment processing Receivables management Financing/ credit Authentication Warranties Derivatives/options

Figure 56

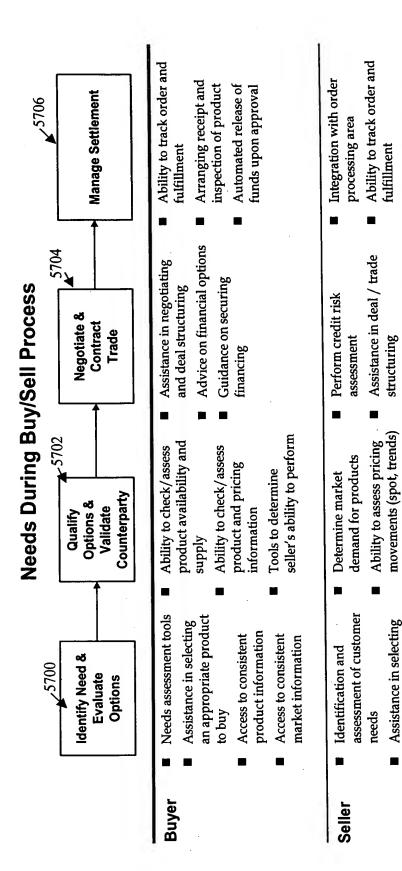


Figure 57

Automated receipt and

Guidance on financial

options available

buyers' ability to pay

Ability to validate

the appropriate product

to sell

product information

Access to consistent market information

Access to consistent

posting of funds

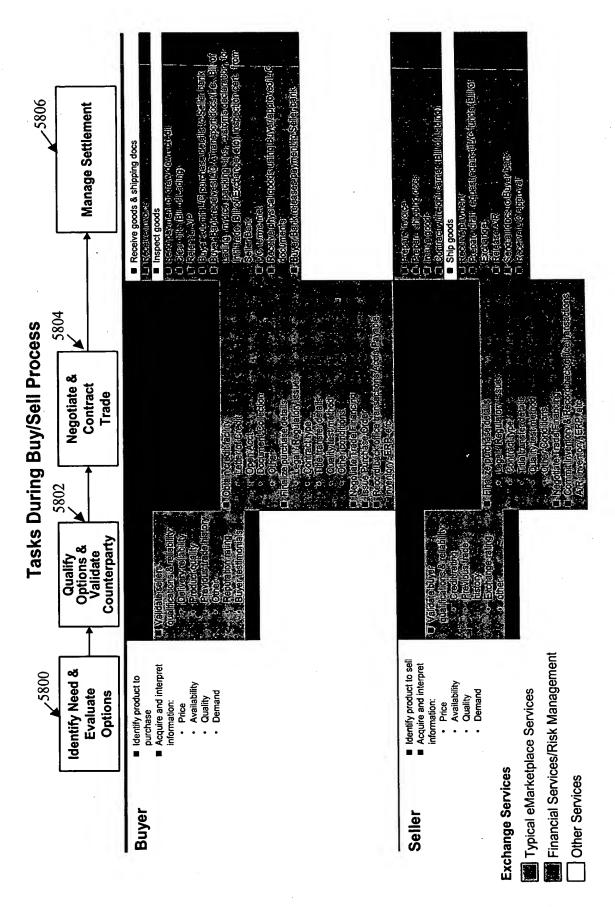


Figure 58

Service Area	Service	Buyer/Seller Value Proposition	eMkt Place Value Proposition
Reputation Assessment 5900	 Online documentation of credit worthiness included in profile Credit rating engine based on historical transaction data Member-specified credit rating Authentication when using site 	Increases member confidence in trading partners	 Increases transaction volume and transaction-related revenues Potential service revenue (per credit profile provision)
Financing 5902	Lines of credit, leasing, inventory financingFactoring, forfeiting, and other receivables financing services	Provides access to cash flow management services	 Increases member entanglement Potential referral revenue
Risk Management 5904	Foreign exchange servicesInsuranceHedging tools	 Provides access to services that might be otherwise unavailable to small members Provides seamless service that is more convenient than existing services (e.g., "one click") 	Increases member entanglement Potential referral revenue
ePayments 5906	 Credit Cards, ACH, SWIFT, wire transfers Letters of credit, documentary collection, or other intermediated payment vehicles, guaranteed payment Electronic bill presentment and payment Online document management 	 Reduces counterparty payment risk Reduces transaction costs and time required to complete payment processing Increases speed and accuracy of document processing 	 Potential to increase qualified member market / transaction volume and revenue Potential referral revenue per-transaction revenue Facilitates eMarketplace revenue model
Information 5908	 Industry or product-related news Specific roles/ regs Contacts and resources Decisions support/ advice 	Enables informed decisionsProvides real insightsCan access additional info without leaving site	 Increases member usage and entanglement Positions provider as credible and knowledgeable resource Possible fee for service generator

Figure 59

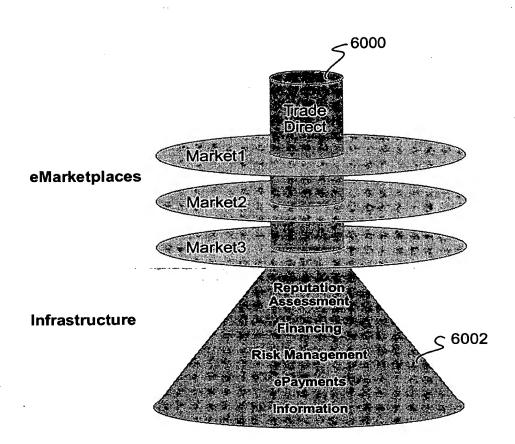


Figure 60

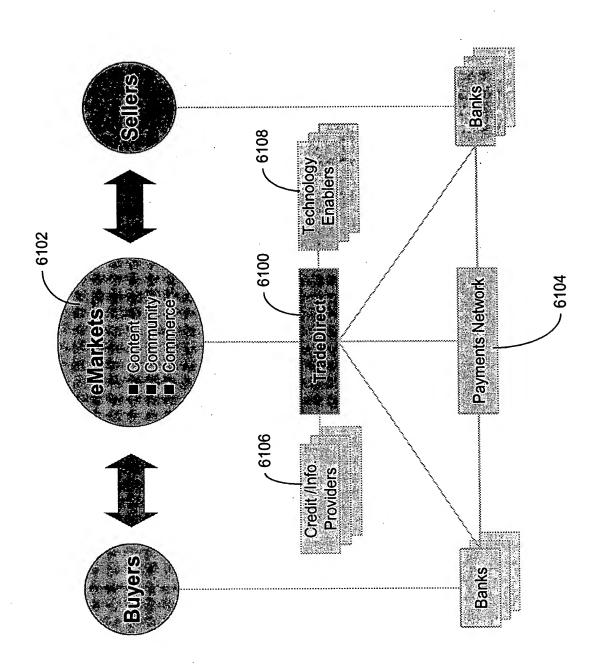


Figure 61

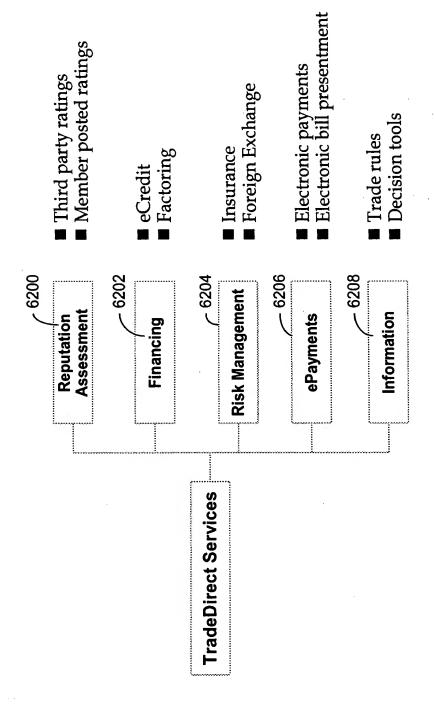


Figure 62

Figure 63

6400

Figure 64

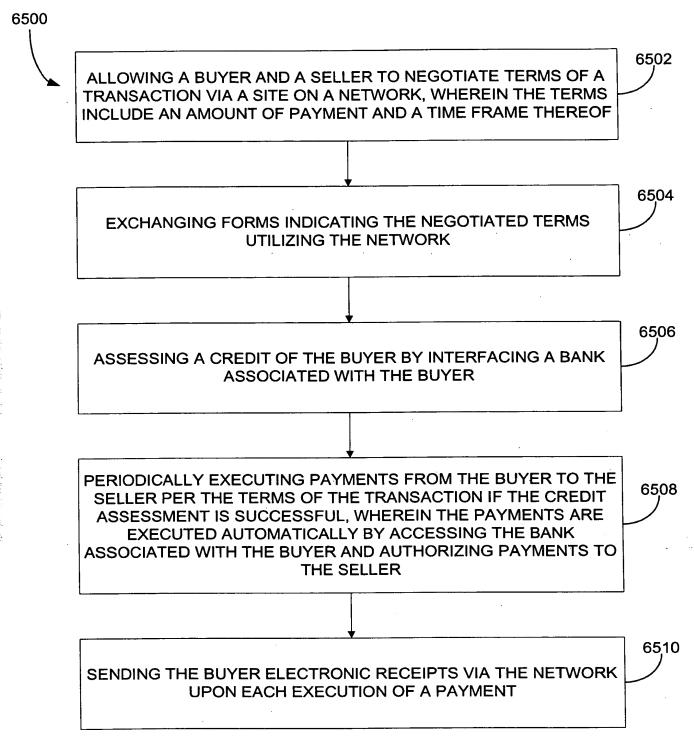


Figure 65

Figure 66

6700

Figure 67

Reputation Assessment

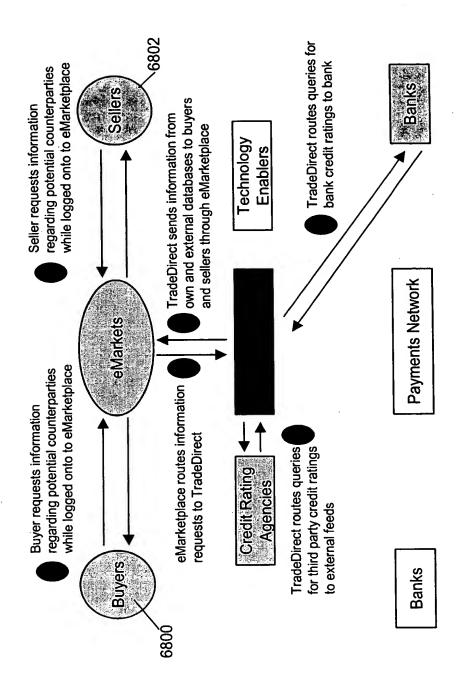


Figure 68

îU.

Figure 69

Financing*

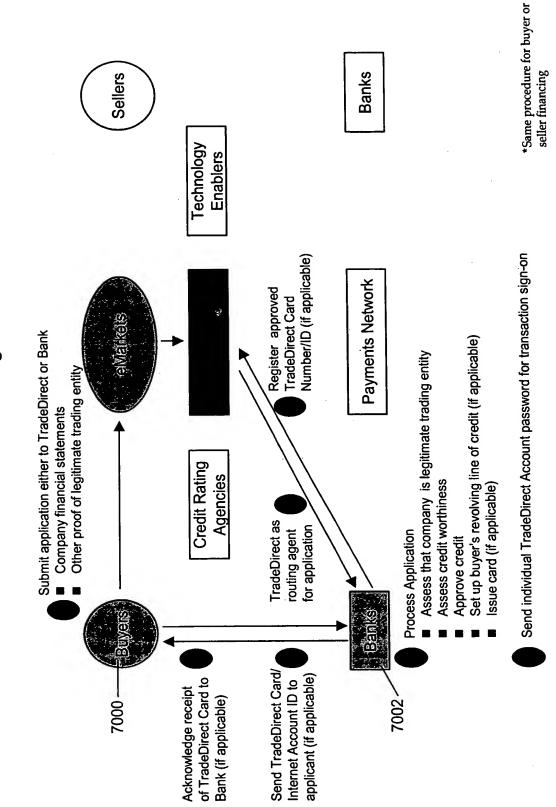


Figure 70

Risk Management

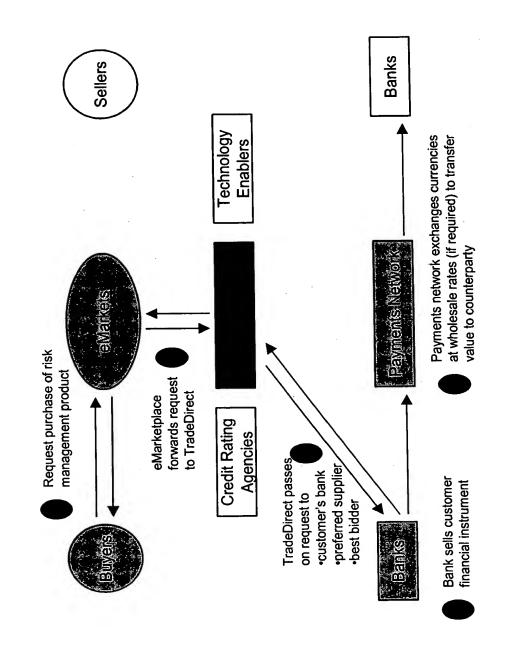


Figure 71

Figure 72

SELLER, THUS INITIATING THE AGREEMENT

ePayments

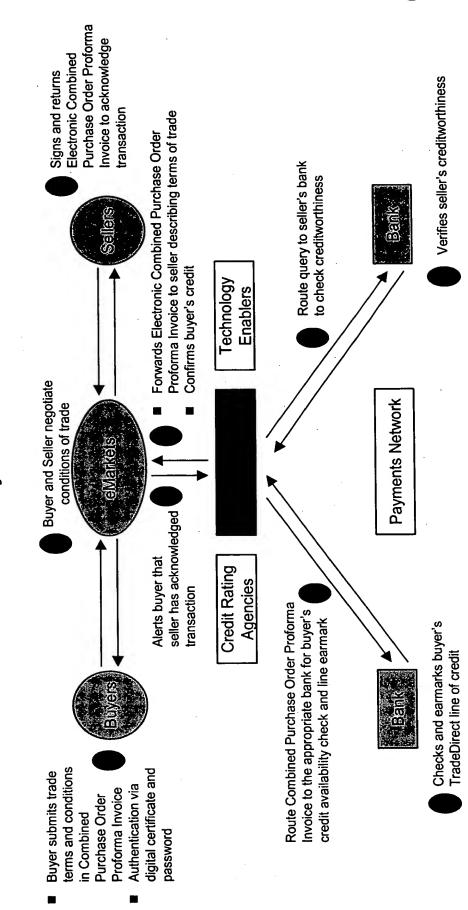
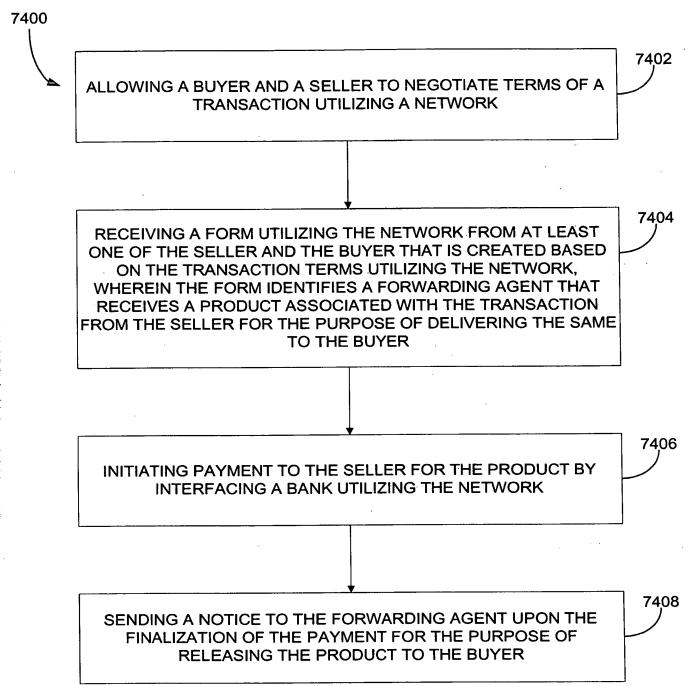
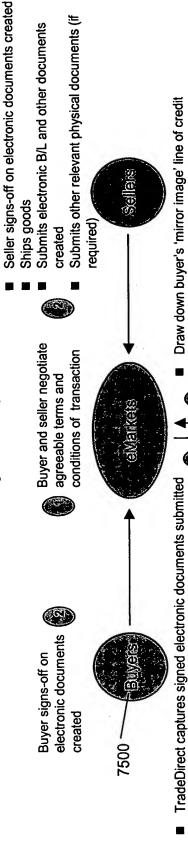


Figure 73



ePayments (Cont.)



Confirm with forwarding agent to release goods to buyer

Release e-B/L to buyer

Reconcile account with Bank

Confirms Combined Purchase Order Proforma Invoice, electronic and physical documents submitted are in order

Scans physical documents

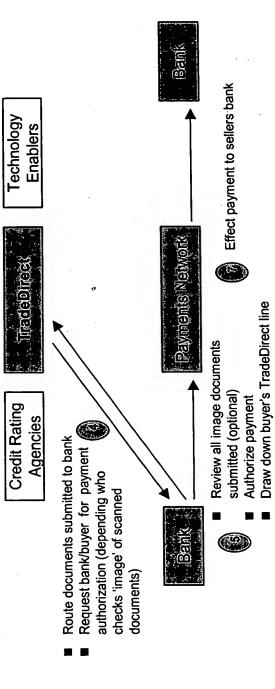
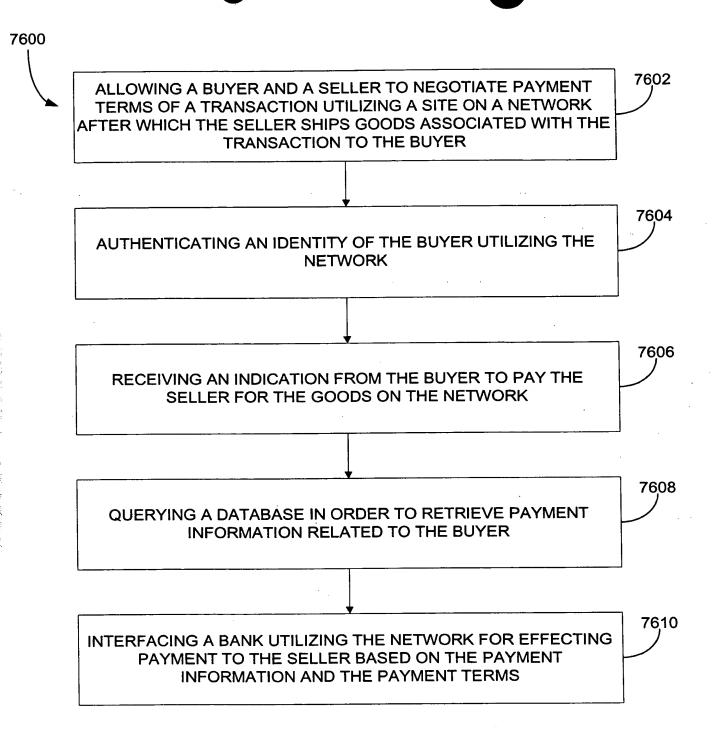


Figure 75

Reconcile account with TradeDirect

of credit



ePayments (Cont.)

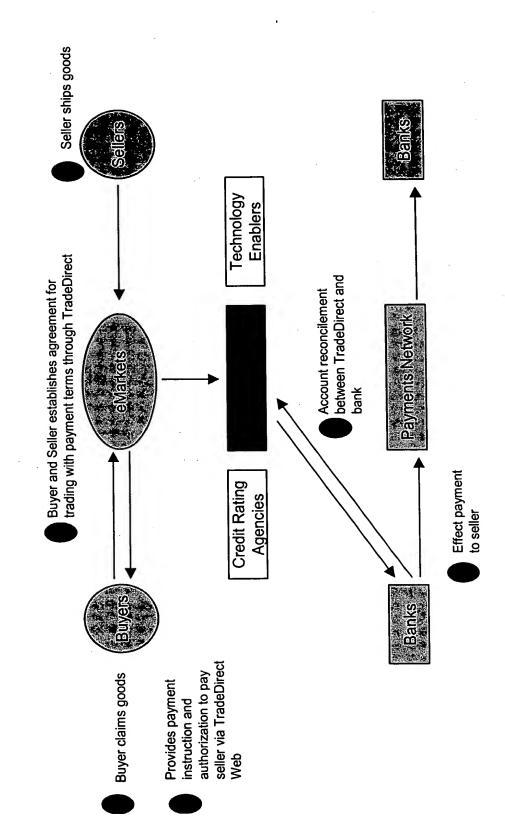
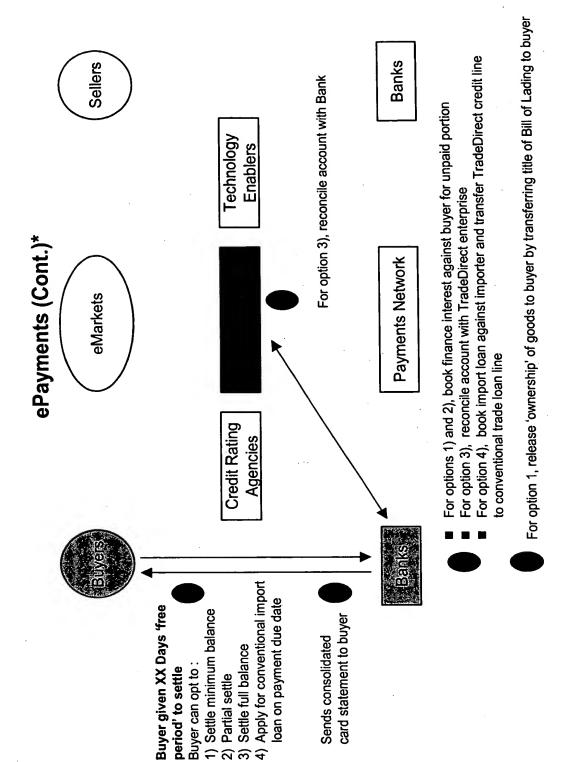


Figure 77

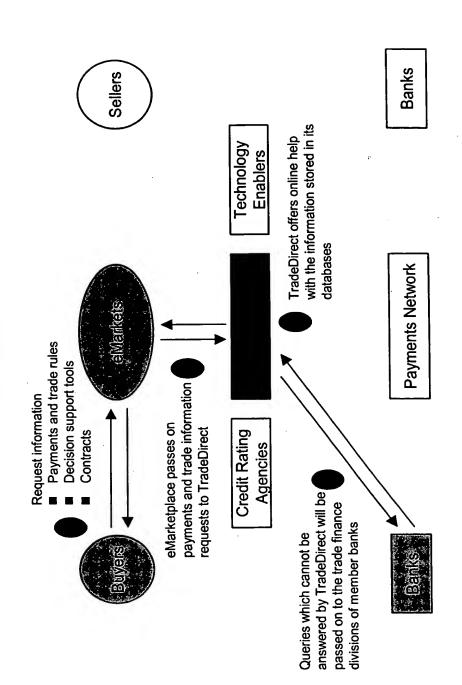
Figure 78



*Same for buyer or seller

Figure 79

Information*



*: same for buyer or seller

Figure 80

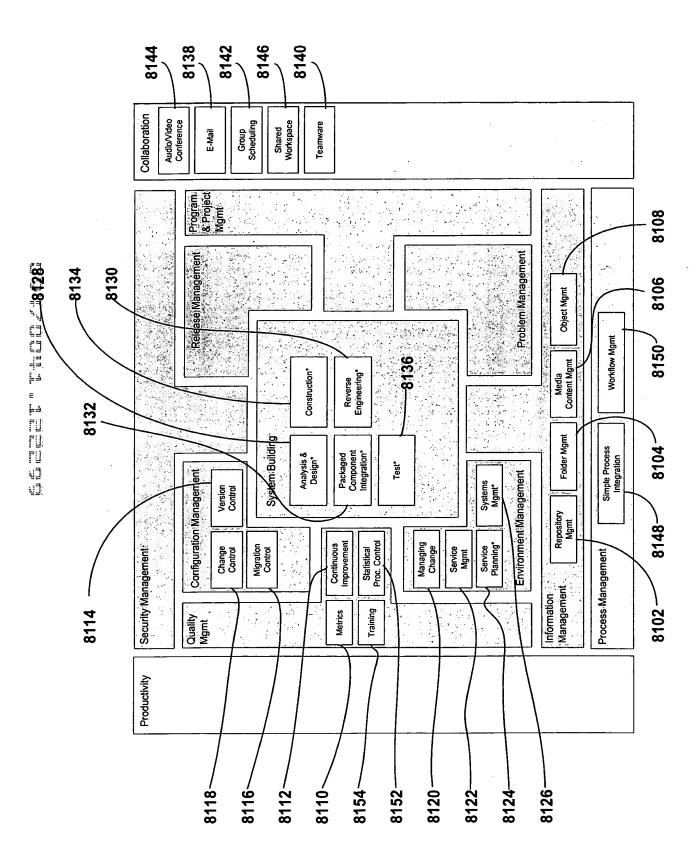


Figure 81

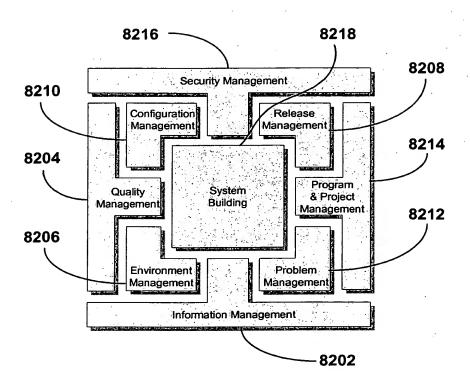


Figure 82

Figure 83

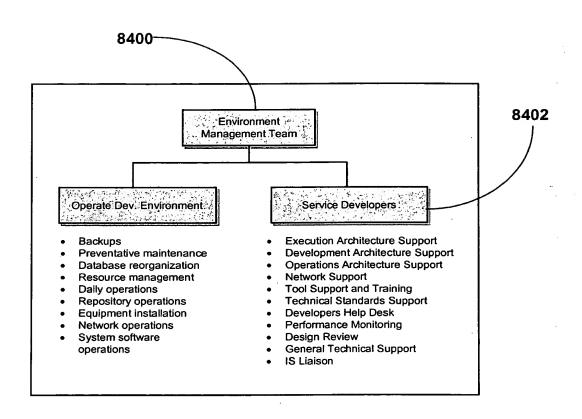


Figure 84

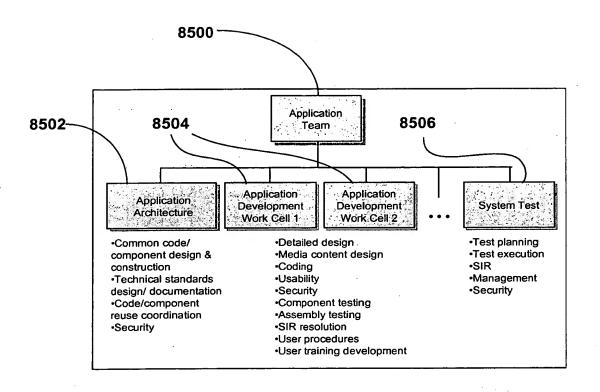


Figure 85

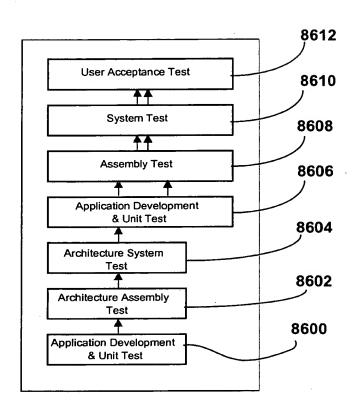


Figure 86

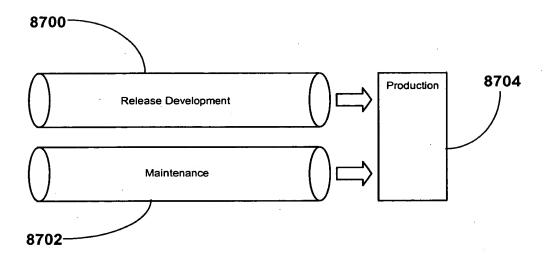


Figure 87

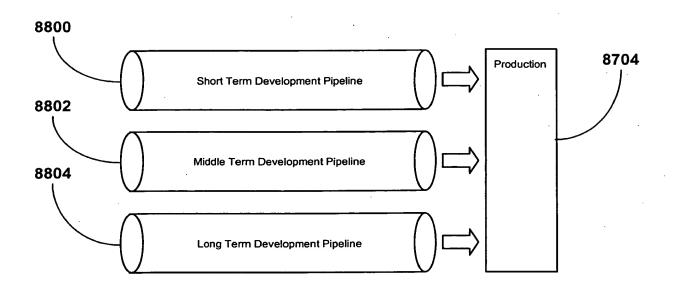


Figure 88

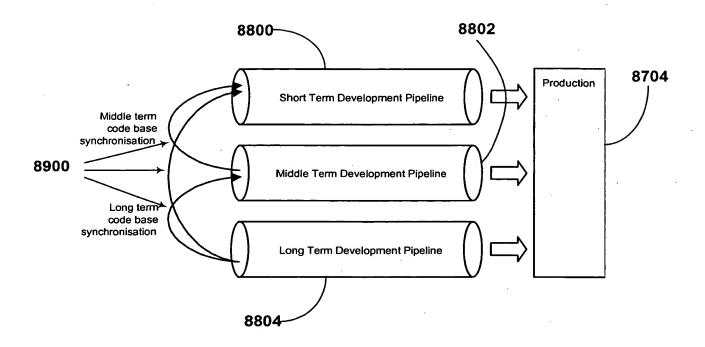


Figure 89

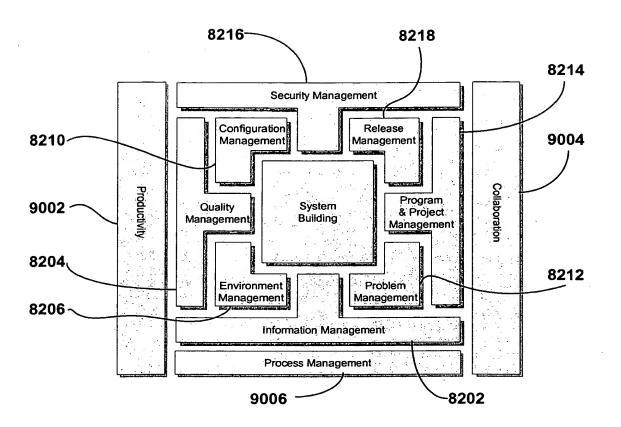


Figure 90

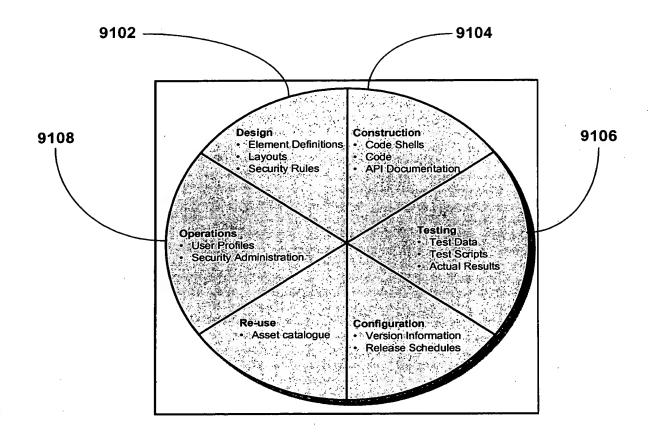
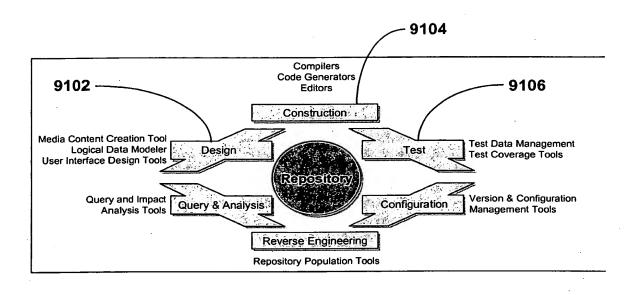
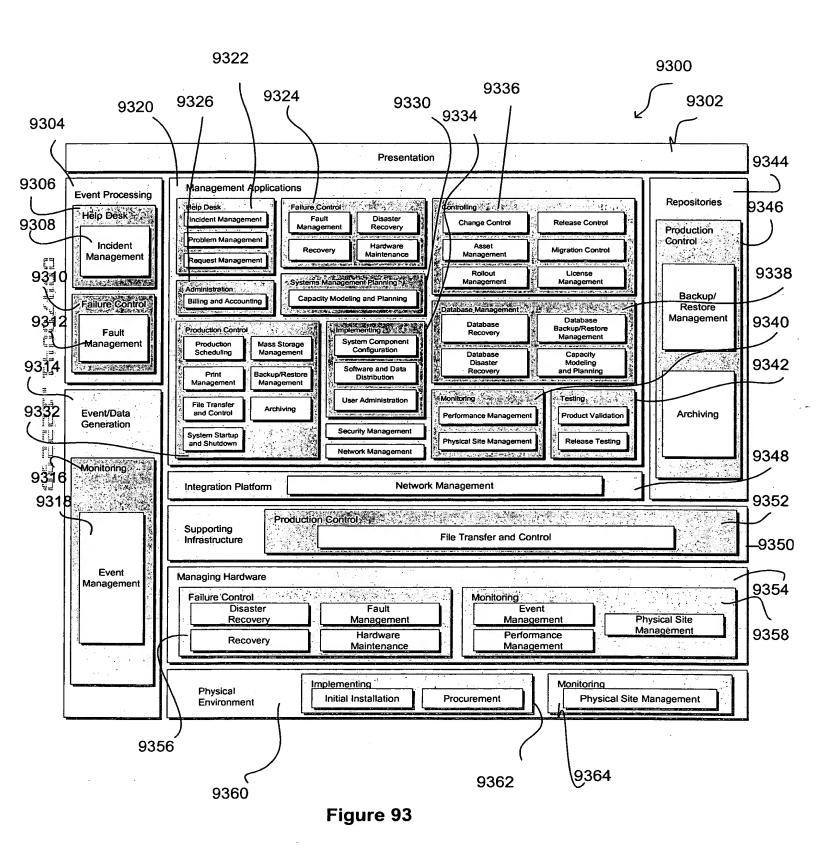


Figure 91





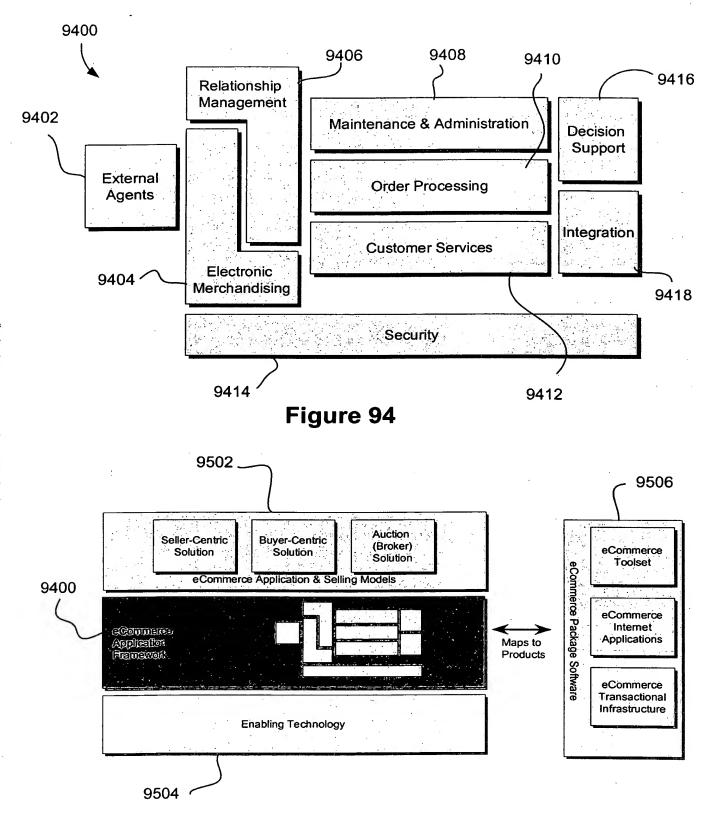
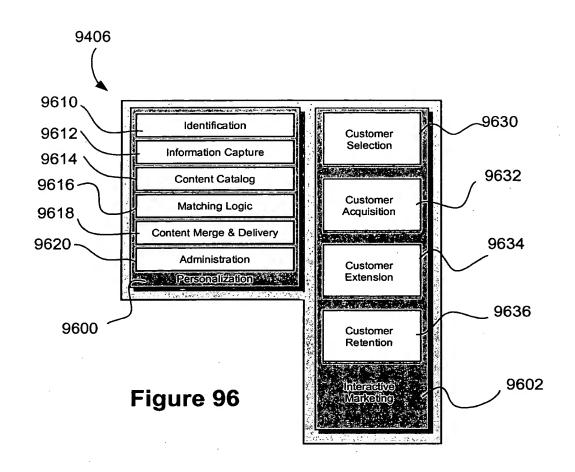


Figure 95



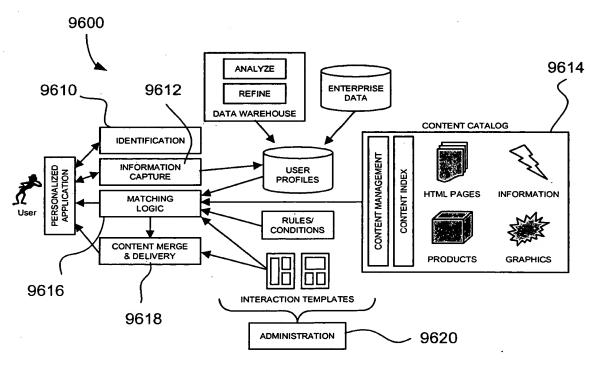
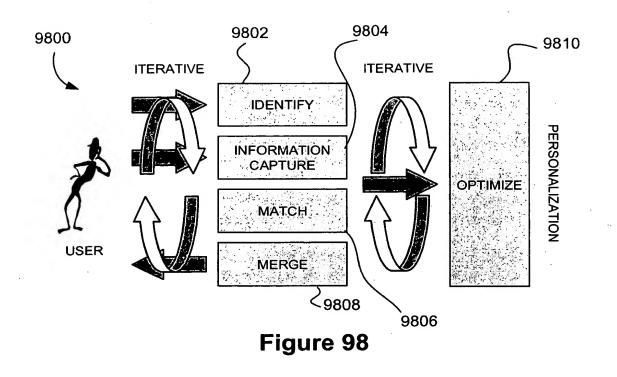


Figure 97



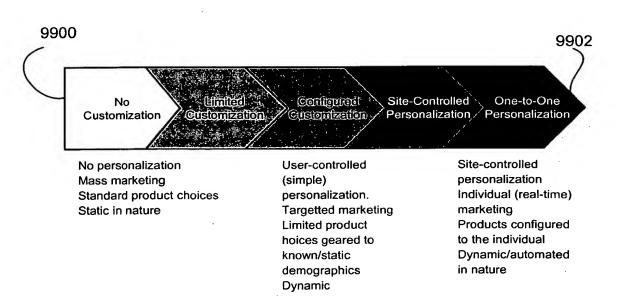


Figure 99

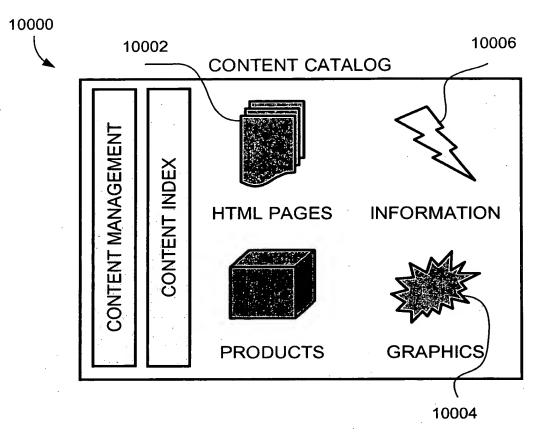
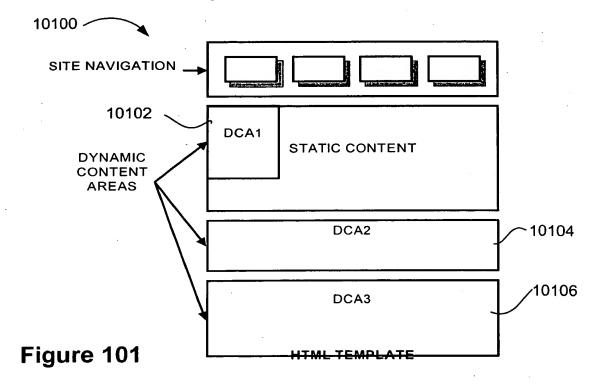


Figure 100



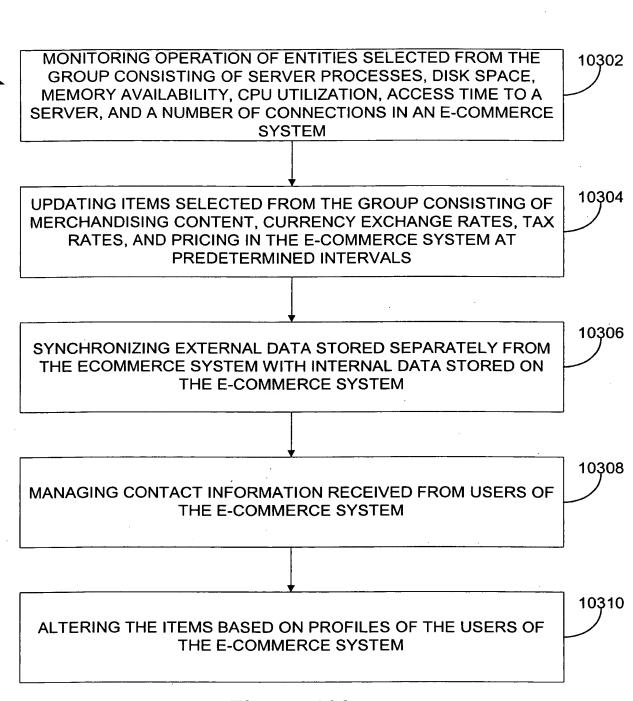


Figure 103

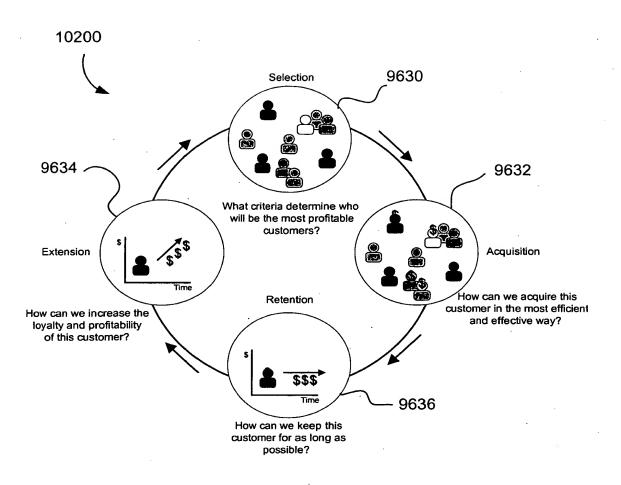


Figure 102

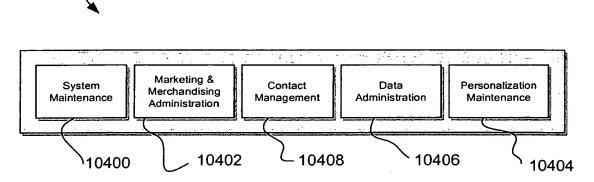


Figure 104

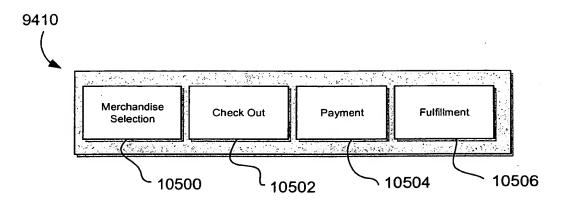


Figure 105

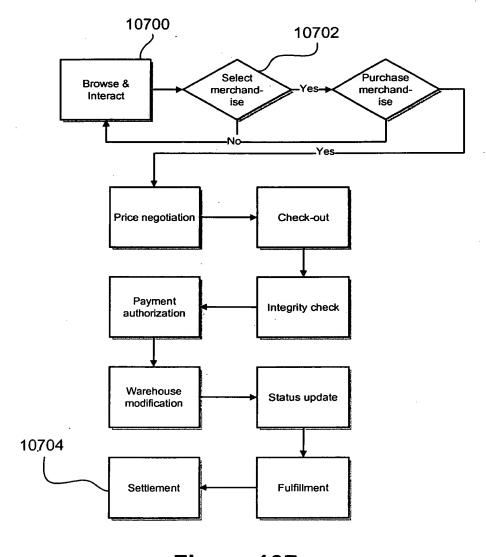


Figure 107

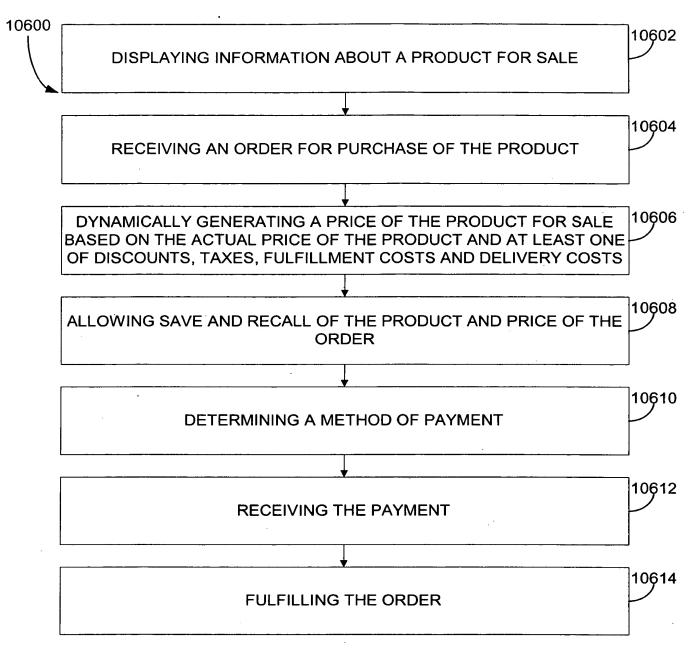


Figure 106

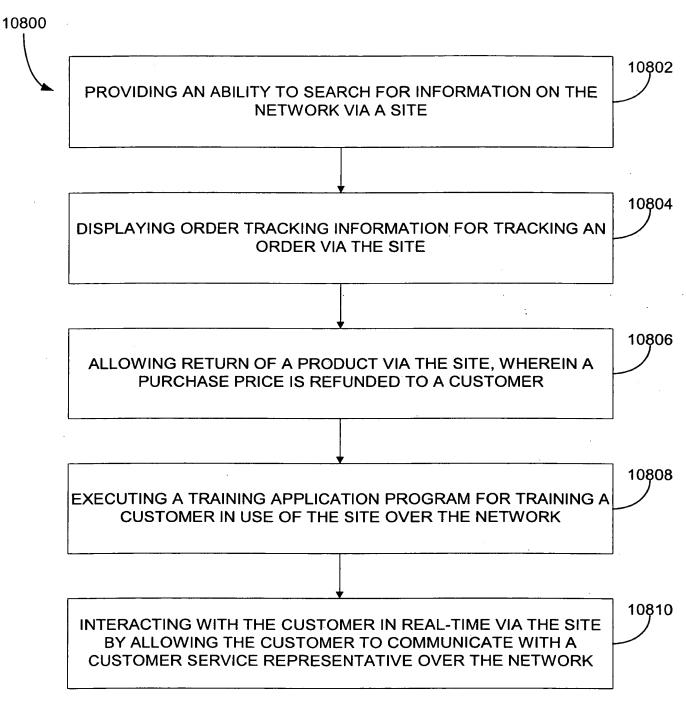


Figure 108



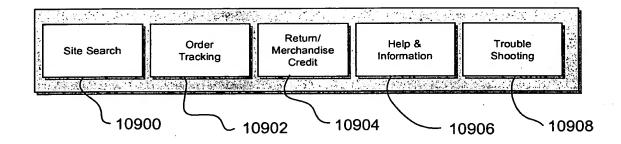


Figure 109



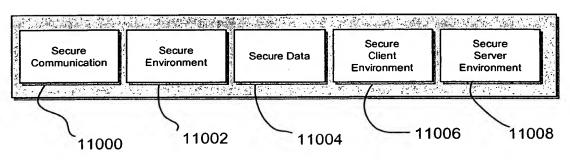


Figure 110

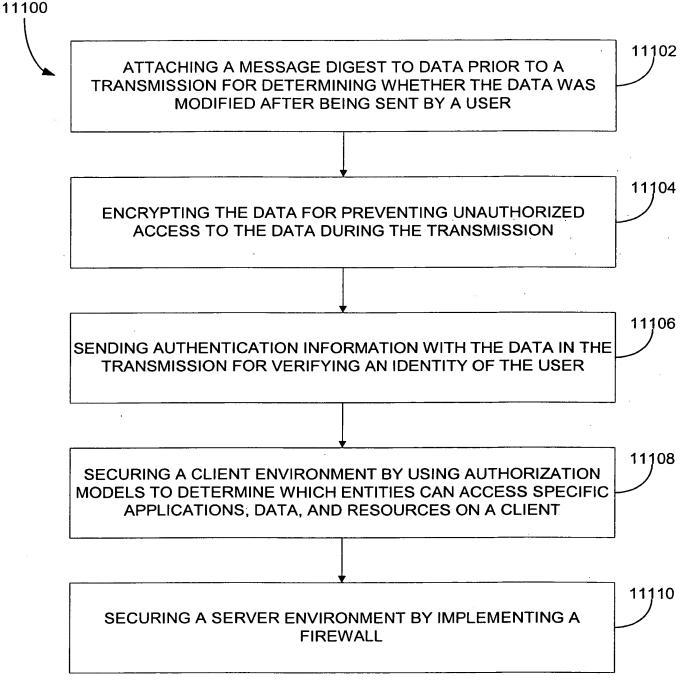


Figure 111